A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 3, 1968

U.S. trade gap analyzed by Commerce specialists

How patent risks vary in developing nations

Commercial officers report from five continents

28 overseas promotions open to U.S. firms

International Trade Winds

Company News

DATA PROCESSING—Honeywell Electronic Data Processing, Inc., Minneapolis, Minn., has received an order for a Honeywell model 2200 computer from Rubery Owen, a diversified British engineering group with headquarters in Darlston, England. The new Honeywell system, with a central processor including over 100,000 memory positions, four disk drives, and two tape drives, will form the basis of a proposed production control and management information system. Delivery is slated for later this year.

TIME SWITCHES—The International Register Company, Ltd., Chicago, and the Diehl company, of Nuremberg, Germany, have jointly founded a sales subsidiary in Nuremberg. The new company is to supply the European Economic Community markets with electric and mechanical time switches and related products manufactured by the Diehl group, as well as the "Diehl Internatic" time switches produced by Diehl under license from International Register.

AIRCRAFT—The Boeing Co., Seattle, Wash., and the Italian firm Elicotteri Meridionali, S.p.A., have concluded an agreement for joint production, sales and servicing of the Boeing CH-47C Chinook helicopter in Italy, Austria and Switzerland. The agreement will be extended to other countries in Europe and the Near East. The Chinook will be produced at the Italian firm's plant at Frosinone near Rome.

RUBBER PRODUCTS—Firestone Tire and Rubber Co., Akron, O., has licensed Sociedad Manufacturera de Neumaticos, S.A., Coquimbo, Chile, to manufacture Firestone's tires, tubes, and related products for motor vehicles. A new plant will be constructed with a loan guaranteed by the Chilean Development Corp. (CORFO) in Coquimbo's industrial district. Annual tire production is expected to reach 250,000 tires eventually, with total capacity at over 500,000 units. The plant should reach 60% production by 1970, the first year of operation, with full production set for 1971.

Newsletter

Better ways of using U.S.-made equipment. DIT-MCO International of Kansas City put this purpose before Britons in a three-day sales conference and demonstration at the London U.S. Trade Center in April—held between-regular-shows at the Center. The company spokesman said that some of the excellent subsequent sales could have been made without the conference "but I believe that the conference showed them better ways of using the equipment and thus securing an earlier purchase order."

Newcomers, meet a new promotion team. It's a three-sided crew: Commerce Department, the Small Business Administration, and international air carriers or other private or state groups. Their seminars for potential new exporters have met success in Seattle, Atlanta, St. Louis, Phoenix and Los Angeles. So others will follow in 1968, in Chicago, Spokane, New Orleans, Minneapolis-St. Paul, Cleveland, Philadelphia, Indianapolis, Louisville, Portland, and Miami.

An exhibition entitled Analytical Instrumentation for the Life Sciences drew 843 trade visitors to the Stockholm U.S. Trade Center. The 22 exhibitors say they expect $1,000,000 in sales over the next year. Two agency agreements were concluded and 18 more have been under negotiation as a result of the May show.

Trade Mission Plus One Year. The Greater Minneapolis Chamber of Commerce made its own 12-month reassessment of its May '67 Mission to Eastern Europe (assisted by Commerce Department). The Donaldson Co., for one, mentioned that company's largest order ever came out of the mission, for heavy duty air cleaners for trucks and ore carriers from an original equipment manufacturer in Yugoslavia. Donaldson also reported "We have had inquiries from Poland and Romania which, we believe, will develop into additional sales (and) also were able to make a considerable number of good contacts at both the management and engineering levels . . . which will be extremely valuable to our European sales company."

The U.S. Instruments, Electronics, Automation Exhibition at Olympia hall in London in mid-May had a closing sales tally of $1,339,000 and a 12-month sales projection by the 43 exhibitors of $7,498,000. We fully achieved our objectives, said 42 of the participating firms. Three of five companies looking for agents found them. The others, at latest report, were talking with six potential reps.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

A detailed analysis of U.S. trade figures for the first quarter of 1968 leads this issue, on page 2. A discussion of patent protection systems of the developing nations follows, on page 6. This first-issue-of-the-month contains the regular listing of U.S. trade promotion events overseas that are open to participation by U.S. firms. A group of reports from Commercial Officers in countries all around the world are in the Outlook section, pages 16-34.

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U.S. imports climb again

Exports turn upward after sluggish trend last year, but trade balance declines further

Accelerating business activity and special strike-related purchases of copper and steel led to a 10% jump in U.S. imports in January-March over the final quarter of 1967.

At a seasonally adjusted annual rate of $31.3 billion, this advance represented a further acceleration in the import surge which began in October-December. Not since the second quarter of 1965, following the end of a lengthy longshoremen's strike, had our purchases spurted at such a high rate. Arrivals of foreign goods were thought to be much less affected than exports by the strike which tied up the port of New York for 11 days in March, since incoming ships could be diverted to nearby ports.

Trend reversed

A sharp turnaround early this year reversed the sluggish trend of U.S. exports prevailing in the last three quarters of 1967. In January-March, shipments—seasonally adjusted and excluding military grant-aid—rose to an annual rate of $32 billion. An increase of 4.2% over the level in the preceding three months, this quarterly gain was the strongest in almost three years.

The first quarter export total was strongly affected by special developments in March. In that month, exports dropped by more than $300 million, partly as a result of the dock strike and partly because of a sizable drop in aircraft deliveries from their high Jan.-Feb. value.

Despite the recovery in our foreign sales in the early months of 1968, the sharp increase in imports caused a further deterioration in the trade surplus in the first quarter to an annual rate of $731 million. This compared with a rate of $2.3 billion in October-December and average of $4.7 billion in the first three quarters of 1967.

In January-March, nonagricultural exports rose 3% over the final 1967 quarter to a seasonally adjusted record of $6.3 billion, reversing the flat trend that had characterized the quarterly movements of these goods during 1967. The expansion this year did not indicate an across-the-board pickup, however, but was largely concentrated in aircraft and automobiles. These products accounted for a sharp 29% increase in exports of transport equipment to $1.3 billion in the first quarter of 1968 over the same period last year.

Sales of aircraft to foreign airlines picked up strongly in October-December and accelerated further in the first quarter. Topping last year's first quarter total by $175 million, deliveries of these large jetcraft, both passenger and combination cargo/passenger, to foreign buyers also stimulated shipments of parts and accessories.

Compared to January-March a year ago, shipments of duty-free automotive products to Canada were sharply higher. The first quarter 1968 totals were influenced by a 47-day strike in the Canadian plants of a major U.S. manufacturer. New cars shipped north over the border rose above the seasonally high final quarter of 1967 in value, but parts and accessories leveled off with assembly operations in struck plants at a standstill.

Apart from small seasonal fluctuations, machinery exports have showed no significant change in the past four quarters. The slight drop in sales of nonelectrical equipment this past quarter—caused mainly by reduced construction machinery exports to Australia and lower shipments of harvesting machinery to Canada—was offset by increased shipments of electrical apparatus. The economic slowdown in key markets last year, accompanied by substantial investment cutbacks, appears to have been primarily responsible for the leveling in foreign demand for our machinery.

Following a dip in the third quarter of last year, export orders for machinery rose strongly in October-December and remained at this high level in the first three months of 1968. Orders received in the last two quarters were not only substantially higher than those recorded in the October 1966-March 1967 period but advanced at a much faster rate than in comparable periods in the preceding year. This augurs well for a future pickup in sales.

Chemical shipments increase

Exports of chemicals which showed little advance between the first and last quarters of 1967 made a good recovery in January-March. At the record level of $732 million, these shipments rose 7% above the same period last year. Almost half the increase was due to sharply higher deliveries abroad of manufactured fertilizers, particularly under AID financing to India.

Sales of both organic and inorganic chemical elements and compounds gained over the first quarter 1967 and showed a marked improvement over their performance in the second half of last year. After a leveling in deliveries of plastic materials in 1967, shipments of these products expanded slightly in the first quarter due to increased demand in Latin America and Canada.

Sales of medicinals and pharmaceuticals, which reached a peak in the first quarter of 1967, dropped 7% below that level in the first three months of this year. Reduced shipments to Western Europe and the developing countries accounted for the decline.

Increasing for the sixth successive quarter, exports of logs rose sharply in January-March to $67 million. This level was two-fifths above the quarterly rate for last year and more than double the 1966 quarterly average. The large advance stemmed from the high level of demand for softwood logs from Japanese buyers who have been paying premium prices. In response to claims by small lumber mills in the Pacific Northwest that they are unable to meet these high prices, ex-

This article and accompanying tables and chart, focusing on U.S. trade trends in January-March, were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce. Meanwhile, new Census figures released last week show that in April exports went up 18% over the depressed March level, and imports gained only 1%. This April data will be a part of the next of these quarterly U.S. trade analyses, to be published in this magazine in September.

ports of logs from federally owned lands were restricted in late April. Since current contracts are not affected, the full impact of these restrictions will not be felt for a year or more.

Steel exports level

From $159 million in the first quarter of 1967 when they were swelled by large AID shipments to Pakistan, exports of iron and steel-mill products slipped to about $120 million in the last quarter and remained about level in January-March of this year. Exports to other large markets—Canada, Western Europe, and the American Republics—were also down in the first quarter from the comparable 1967 period.

Copper shipments have been dropping since mid-1967. By January-March, they had fallen to only $18 million, about one quarter of their value in the same period of last year. The decline reflected the effects of the 8½-month strike at U.S. copper mines, smelters, and refineries which drastically reduced quantities available for export. A further negative factor was the reduced demand during much of 1967 in Western Europe—our major market—as the pace of business activity slowed in that area.

From $59 million in the first quarter 1967, exports of aluminum declined to $42 million in January-March. Sluggish requirements cut the level of exports to Western Europe, while expanded domestic capacity in Japan played an important role in limiting our shipments to that country.

Greater competition abroad and a drop in demand in some of our major markets caused exports of textiles other than clothing to fall to $123 million in the first quarter, a decrease of more than a tenth from a year ago. Shipments of fabrics, both cotton and manmade, sustained much of the loss.

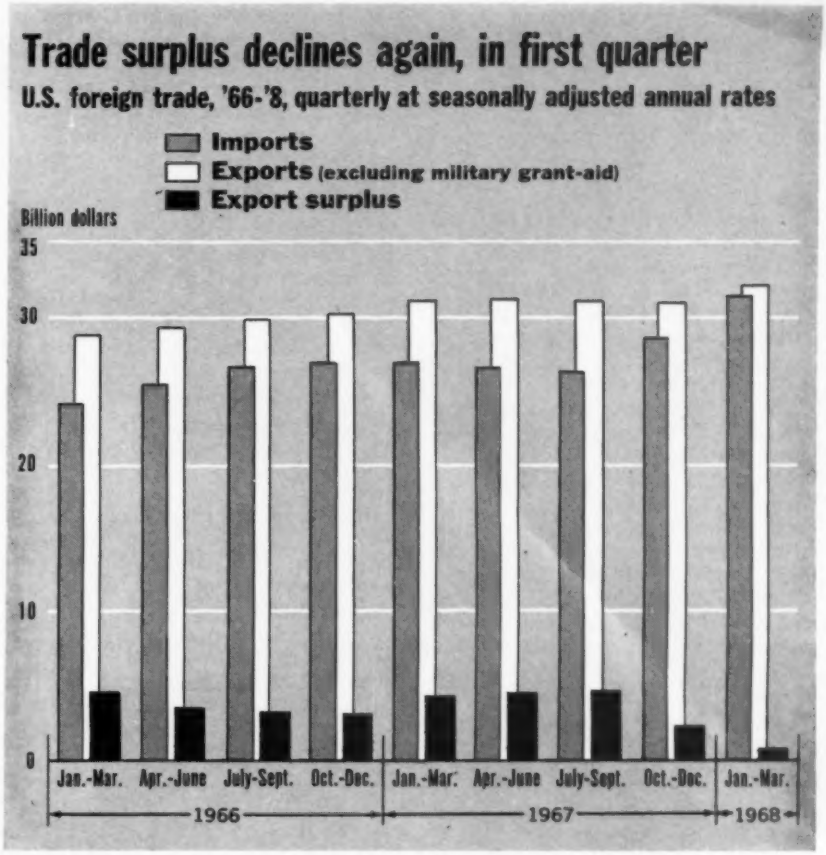
Farm shipments expand

Shipments of farm products, seasonally adjusted, were up modestly over the first quarter of 1967. At $1.7 billion, they were at their highest level since the fourth quarter of 1966.

Wheat exports rose strongly in the first quarter over their relatively low level in January-March 1967. This was due to a large increase in government-financed shipments to the developing countries of Asia, particularly India. Exports of corn also moved vigorously in the first quarter, mainly to Western Europe and Japan. Expanding livestock industries and smaller export offerings by competing countries stimulated foreign demand for our corn.

Shipments of unmanufactured tobacco exceeded the first quarter 1967 level by nearly a tenth. The increase was largely the result of greater sales to Japan where stocks of American leaf had dwindled.

In contrast ot these advances, exports of grain sorghums declined. Much of the drop from the March quarter of 1967 was in deliveries to India where record crops and stepped-up PL-480 shipments of wheat combined to depress demand for the coarser grain. The reduced level of oil shipments can also be attributed mainly to lower deliveries under government programs to India. Improved domestic crops of oilseeds in that country reduced import requirements.



Imports climb rapidly

Following a sizable rise in the preceding three months, seasonally adjusted nonagricultural imports registered another sharp increase in the March quarter with an 11% advance to $6.6 billion. Receipts of nonfarm goods accounted for the entire gain in imports over the first quarter of 1967. Purchases of agricultural products dropped in April-June last year, then turned upward. The latest advance, the strongest in three quarters, brought these imports back to their value a year ago.

Purchases of industrial supplies contributed over 40% of the increase of $1.1 billion imports in the first quarter over the same period last year. In the December quarter, arrivals of industrial supplies had registered a strong gain to reverse the downtrend that began in the final quarter of 1966. Receipts continued to climb in the first three months of this year. The sharp upsurge in these imports during the last two quarters largely reflected exceptional demands generated by work stoppages, actual or potential, and expanding industrial production.

The lack of adequate supplies from strike-bound domestic sources propelled imports of copper to a record $349 million in the March quarter. From $132 million in the 1967 third quarter, when domestic requirements were largely met from stockpiles, imports climbed rapidly to $222 million in the final quarter and accelerated further this year. The major part of the steep rise reflected stepped-up buying of refined copper from Western Europe, Canada, Zambia, and Chile. With almost all refineries closed by the strike, purchases of unrefined copper

moved in the opposite direction. At $35 million in January-March, unloadings were substantially below those in any 1966 or 1967 quarter.

Strike-hedge buying

Stimulated by strike-hedge buying in anticipation of a possible strike in the steel industry, imports of iron and steel-mill products also set a record in the first three months. Although the expansion was not as rapid as in the December quarter, the $383 million total in January-March represented a 35% increase from the same period last year. Accounting for most of this advance were larger purchases of plates and sheets from Japan and the EEC countries and tubes and pipes from Canada.

With aluminum industry-labor contracts due to expire at the end of May, increased stockpiling caused a sharp rise in aluminum imports in the first quarter. At a record $93 million, purchases were nearly one-half above their value in the first quarter of 1967. Unwrought aluminum from Canada accounted for most of the sharp rise.

Reflecting high winter purchases, fuel oil and natural gas imports registered a sizable advance. Arrivals of crude petroleum, however, eased in the first quarter to a level a tenth below the comparable 1967 value, as domestic production continued unusually high.

Imports of industrial and agricultural chemicals quickened in the first 3 months following a sizable slump in the preceding two quarters. Most of the gain, which stemmed from increased demand generated by the strong upturn in domestic chemical production that began late last summer, reflected larger purchases of elements, compounds, and manufactured fertilizers.

Lumber imports also registered a strong one-fifth rise in the first three months as a result of both higher rates of housing starts and higher prices for Canadian softwood grades. Purchases of newsprint fell more than seasonally to a level below any quarterly total in the two preceding years. This reduction resulted from expanded domestic production and less expansive publishing requirements.

Arrivals of textile yarns and fabrics also joined the list of foreign goods reaching new highs in the year's first quarter. Imports of $205 million in January-March were 6% above the same 1967 period level, primarily from larger purchases of yarns and manmade fiber and wool fabrics.

Following four quarters of little change last year, imports of capital equipment advanced to $788 million, a substantial 16% gain over the January-March 1967 period. On a seasonally adjusted basis, the expansion was the sharpest since the September quarter of 1966. Larger receipts of trucks, textile machinery, electrical power machinery, and aircraft and parts accounted for the bulk of the increase.

Following last year's quarterly average of $67 million, arrivals of trucks from Canada surged to $101 million. Receipts of civilian aircraft and parts also advanced significantly, to $45 million. Although well above any quarter of last year, it did not reach the record $60 million posted in the third quarter of 1966. Most of the rise this year has been in larger receipts of short-range business jets from France and the United Kingdom and commercial turboprop planes from Japan.

Imports of textile machinery surged to a record quarterly value of $51 million in the first 3 months. This was nearly two-fifths above the level in the comparable quarter in 1967. The major part of this rapid rise stemmed from receipts of weaving machines and parts from Spain for assembly here.

Purchases of electrical power machinery and switchgear also climbed to a new high in the March quarter. Buoyant demand for transformers and generators contributed most to the advance. Arrivals of electronic tubes, transistors, and semiconductor devices expanded for the third consecutive quarter.

Partially reflecting a seasonal upswing, arrivals of farm equipment scored a sizable gain in the March quarter. Compared to the same period in 1967, imports were running 7% higher from larger receipts of harvesting and cutting machinery and tractor parts, mainly from subsidiaries in Canada.

Demand for imported machine tools and other metalworking machinery has been unchanged for the last five quarters. With new orders declining, manufacturers have been able to meet domestic demands more readily. Order backlogs for machine tools in the March quarter were substantially below their levels of a year ago.

Consumer imports on uptrend

Stimulated by strongly rising personal consumption expenditures, imports of consumer goods jumped in the first quarter to a value of $2 billion, seasonally adjusted. This total was more than double

U.S. imports of selected principal commodities, 1967-68 by quarters

Millions of dollars

Commodity	1967				1968
	1st	2nd	3rd	4th	1st
Industrial supplies and materials, total	2,999	2,941	2,748	3,092	3,481
Petroleum and products	582	524	455	527	612
Newsprint	209	226	209	220	204
Lumber and woodpulp	194	205	207	190	211
Industrial and agricultural chemicals	154	156	132	139	171
Iron and steel-mill products	283	324	320	363	383
Copper	152	150	132	222	349
Nonferrous base metals, other	205	205	197	215	256
Textile yarns and fabrics	194	175	164	178	205
Capital equipment, including trucks and buses, total	682	678	641	675	788
Machinery	578	572	541	562	633
Transport equipment	105	106	100	113	154
Consumer goods, including autos and parts, total	1,526	1,562	1,600	1,866	1,982
New automobiles	427	418	317	532	632
Automotive parts and equipment	151	155	149	176	250
Clothing	135	140	207	167	157
Footwear	63	63	65	72	96
Radio and TV sets	65	61	76	96	64
Food and beverages, total	1,149	1,099	1,106	1,233	1,186
Coffee	268	238	242	246	297
Meat and preparations	153	139	178	175	162
Sugar	117	152	176	144	109
Fish	134	115	135	137	139
Whisky	65	85	81	131	82

the value in the same quarter three years ago. Arrivals of these goods, including autos and parts, have advanced each quarter since early 1963.

An accelerated inflow of automobiles, parts, and accessories was the major factor in the first quarter surge in consumer imports. Arrivals of new autos advanced to $632 million from their previous high of $534 million in the preceding quarter. At this pace, auto imports were running nearly 50% above their value in the first 3 months of 1967. Deliveries from U.S. subsidiaries in Canada advanced again, but the most significant expansion was in foreign-brand cars. These imports jumped by a third to a record $349 million, mainly from large arrivals from West Germany and Japan. Most of the two-thirds increase in automotive parts, engines, and accessories was from Canadian plants.

Footwear imports continued to advance, reaching a new high of almost $100 million. Japan and Italy supplied most of the 50% increase. Although seasonally lower than in the December quarter, purchases of foreign-made clothing were 16% above the January-March 1967 value. Other consumer goods showing strong year-to-year gains included gem diamonds, toys and sporting goods, photographic and optical equipment, and metal houseware items.

Radio, TV arrivals decline

Arrivals of both radio and TV sets registered a considerable seasonal decline from their normally high year-end rate. Compared to the first quarter of last year, TV imports were off by one-fifth as a result of weaker domestic sales of color and monochrome sets. Radios from abroad, on the other hand, dropped from 5½ to 5 million in quantity, but rose in value because more higher-priced models were being purchased.

Motorcycle imports, mostly from Japan, were moderately below last year's first quarter value. Since reaching a peak in the first half of 1966, these imports have generally declined as their popularity has ebbed.

Larger receipts of coffee and whisky accounted for a 3% rise in purchases of foreign food and beverages.

After leveling off in the last 3 quarters of 1967, coffee imports advanced strongly in the first quarter. The rise was related to stockbuilding by dealers and receipts under larger import quotas for the 1968 marketing year.

Purchases of whisky fell from their seasonally high December quarter value, but the $82 million total in the first 3 months was substantially above the level in the same period of last year. Larger receipts of Canadian brands, partially as warehouse entries, accounted for this considerable advance.

Receipts of sugar and cocoa beans were below those in the first quarter of 1967. Arrivals of sugar were off by 7% in value as a result of improved supplies from domestic growers. Cocoa imports dropped to little more than half the total a year ago, because of higher prices and adequate dealer inventories.

U.S. exports of selected principal commodities, 1967-68 by quarters

Millions of dollars

Commodity	1967 1st	1967 2nd	1967 3rd	1967 4th	1968 1st
Machinery, total	**2,095**	**2,208**	**1,924**	**2,049**	**2,079**
Engines and other power generating machinery	268	273	242	264	280
Agricultural tractors, machinery, and parts	134	148	87	82	116
Computers and parts	109	106	92	125	113
Construction machinery	94	96	79	80	75
Electric power machinery	125	136	120	129	120
Telecommunications apparatus	116	122	112	125	127
Transport equipment, total	**1,024**	**1,090**	**948**	**1,234**	**1,319**
New cars, trucks, and parts	555	590	467	646	663
Aircraft and parts	340	366	364	448	548
Chemicals, total	**685**	**723**	**689**	**706**	**732**
Elements and compounds	280	284	266	269	294
Fertilizers	35	66	60	69	58
Plastic materials and resins	119	122	117	115	124
Other manufactures, total	**1,392**	**1,410**	**1,266**	**1,308**	**1,298**
Iron and steel-mill products	159	138	120	122	119
Copper	71	78	38	22	18
Aluminum	59	52	45	40	42
Textiles other than clothing	138	132	122	139	123
Controlling and scientific instruments	152	165	153	157	162
Fuels, total	**227**	**272**	**341**	**265**	**226**
Crude materials, total	**845**	**836**	**704**	**895**	**884**
Soybeans	184	190	126	271	183
Cotton	158	119	85	102	163
Food, beverages, and tobacco, total	**1,128**	**1,157**	**1,133**	**1,295**	**1,195**
Wheat	240	243	327	309	314
Rice	99	89	52	79	106
Corn	183	145	149	232	203
Tobacco, unmanufactured	93	121	120	164	101

Area trade shifts

The strong increase in shipments to the developing countries, bolstered by large deliveries of agricultural products and aircraft, accounted for nearly all of the gain in U.S. exports in the first quarter over the October-December level. The total of $2.6 billion in the first three months, however, was only marginally higher than the level in the same period a year earlier after which shipments deteriorated quarter by quarter.

Sales to the developed countries as a group, which expanded in the early months of last year, have been relatively unchanged since that time. Compared to the last quarter of 1967, sales to Canada, Japan, and Britain rose but those to Germany, France, and South Africa were lower. Deliveries to the Common Market in the first three months were below those in all quarters of last year.

U.S. purchases from both developed and developing areas shared in the accelerated import pace in the March quarter, though the industrialized countries continued to provide the major part of the expansion. Arrivals from Western Europe advanced sharply to continue an expansion that began in last year's third quarter. Imports from Canada and Japan also registered sizable gains. Among the developing areas, receipts from the American Republics made a substantial recovery, while purchases from Africa climbed steeply over last year.

IN DEVELOPING LANDS

Patent protection varies

Countries' systems fall into four general categories; from good to none

By JOSEPH M. LIGHTMAN

Foreign Business Practices Division, BIC

Just as the developing countries vary widely in their economic progress and approaches to development, so do the types of patent procedures which they have established for firms seeking protection of their products and processes.

Many developing countries are now directing more attention to their patent systems in terms of the role they can play in economic development. Most of them have patent laws which vest in the owner of a locally-issued patent exclusive property rights to his invention, with the right to exclude others from making, using or selling the invention.

Most of these countries accord national treatment to U.S. citizens, thereby making no distinction between U.S. and domestic applicants. In some countries, this treatment is automatic and in others it is reciprocal (i.e., extended to a foreigner, if his country gives national treatment to citizens of the home country).

U. S. encouragement

The United States has long sought to encourage developing countries to improve and strengthen their patent legislation, clearly recognizing that in this field their situations are uniquely different from those of industrialized countries and require special treatment. The U.S. efforts in this field have been based on the belief that where effective patent protection is provided, transfers of technology between industrialized and developing countries are enhanced, as are innovation and applications of new technology in the developing countries.

The percentage of patents granted to foreigners is much larger than that granted to nationals in the developing countries. In most industrialized countries foreigners also acquire more patents than local nationals (the U.S. is a major exception), but to a far lesser extent than in developing countries.

Developing countries generally fall into four categories in terms of the patent protection available to foreigners.

First, there are those countries that are members of the "Paris Union" International Convention for the Protection of Industrial Property, the major intergovernmental agreement in the field of patents, trademarks and industrial designs. About 85 countries, including all of the industrialized ones, adhere to this Convention, originally signed at revision conferences held in 1883; or to one of its amended texts signed in 1911, 1925, 1934 and 1958. In recent years, many developing countries have become members, including most of the newly created African Republics and a number in Asia and Latin America.

Also in this category of countries are those that are members of the Inter-American Convention for the Protection of Inventions, Patents, Designs and Industrial Models of 1910. The U.S. and thirteen other Inter-American Countries adhere to this Convention.

U.S. businessmen operating in any of these Convention member countries are entitled to receive treatment equal to that which each of these countries extends to its own nationals in the patent field (national treatment).

U.S. businessmen are also entitled to certain other advantages in the member countries, such as protection against arbitrary forfeiture of their patents for nonworking, and preservation of filing rights on an invention for one year after first filing a patent application thereon in the United States. Thus, they can file corresponding applications in other member countries and receive on the latter the benefit of the first U.S. application's filing date (right of priority).

Non-convention nations

The second category of developing countries are those which have patent systems but are not members of the Paris or Inter-American Patent Conventions. These countries may extend national treatment to foreigners, in some instances automatically, and in others on the basis of reciprocal arrangements with the foreigners' countries. This group includes Republic of Korea, Taiwan, India, Pakistan and Chile.

Other special benefits, as well as national treatment, that may be available to U.S. businessmen in such countries are dependent on any specific bilateral arrangements that may exist between such countries and the United States.

Confirmation system

A third category includes those countries which provide patent protection only on the basis of a patent first acquired under the laws of another country. In most independent countries that were formerly British colonies—such as Nigeria, Kenya and Tanzania—a "confirmation patent" is issued based on a patent first acquired in the United Kingdom. The confirmation patent usually must be applied for within three years of the U.K. patent registration; it exists only for the life of the basic U.K. patent. Developing countries having such systems are not precluded from adherence to the Paris Convention (and some do adhere), and generally provide national treatment for foreigners under pertinent multilateral or other procedures.

Certain other independent countries in this category, currently in the process of developing their own separate patent laws, still recognize within their jurisdictions for the time being patents in force in countries with which they were formerly associated, for example, Cambodia (regarding French Patents) and Burma (regarding Indian patents).

The fourth and last category includes those countries that have no legislation providing for patent protection. Afghanistan, Thailand, and Sudan are examples.

A basic problem facing American businessmen seeking patent protection in those developing countries that have patent procedures is the fact that many of these countries do not have enough technically trained personnel to process patent applications or administer the procedures in their areas. A scarcity of scientific documentation needed to scrutinize patent applications properly also poses difficulties for U.S. and other industrialized countries' applicants.

Another disturbing situation is the action taken by several developing countries to invoke measures for their governments' importation, as deemed necessary in the public interest, of certain products which

may be patented in the countries, without the patent owner's consent, and without affording him any recourse for seeking relief. However, such preclusion of relief possibilities is the exception, rather than the rule.

Most governments, including those of industrialized countries, while having measures in effect for importation of certain products in the public interest without the patentee's consent, do not go so far as to prevent the patentee from seeking injunctive or compensatory action through appropriate procedural channels.

Worldwide programs

Several international programs in which the U.S. is participating are now under way to assist the developing countries in improving their patent systems. The United International Bureaux for the Protection of Intellectual Property (BIRPI) which administers the Paris Union Convention, among others, has held three international seminars, one for African countries (Brazzaville, 1963), another for Latin American countries (Bogota, 1964), and a third for Asian and Middle Eastern countries (New Delhi, 1965) to discuss problems of patent protection and proposals for adapting developing countries' laws to their special problem areas.

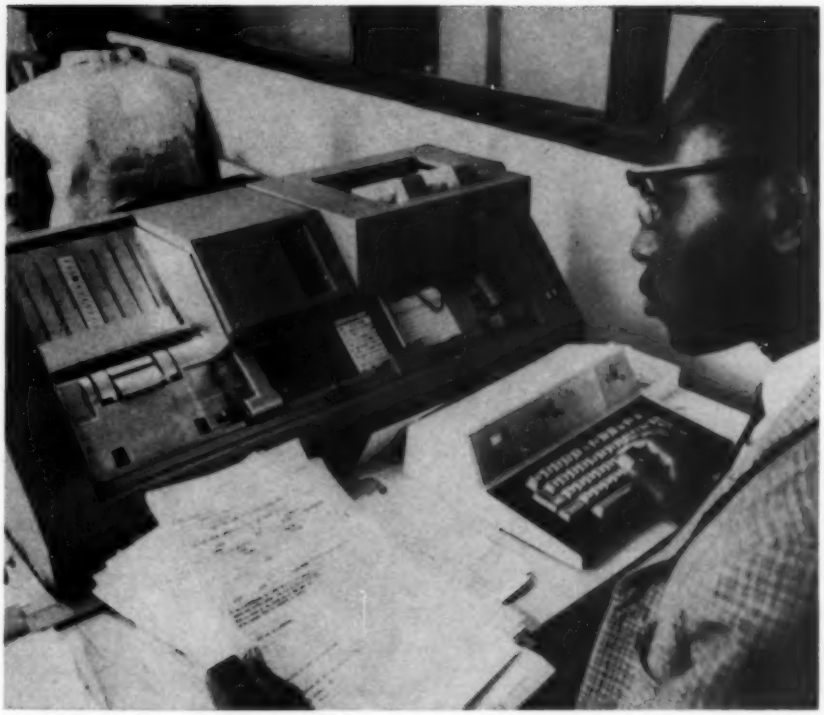
BIRPI has also developed and distributed to these countries a "Model Law for Developing Countries on Inventions" which contains guiding principles, and a suggested text, on the type of law they might put into effect to provide patent protection for inventions, as well as protection for trade secrets and technology.

The U.S. Patent Office is also cooperating with BIRPI, and with various patent offices of developing countries, to provide technical training for selected personnel.

Regional plans

Some developing countries have considered the harmonization of their national patent systems and establishment of a joint centralized Patent Office. The first such system is the Accord for the Creation of an African and Malagasy Industrial Property Office, established in 1962 by 12 independent countries that were formerly French African colonies. This Convention provides a common system for extending patent, as well as trademark and design protection, to each of the member countries, through procedures administered by a Central Office in Yaounde, Cameroun.

Another pertinent development is the International Intellectual Property Conference that took place in Stockholm last summer, out of which emerged a wholly new organization—the World Intellectual Property Organization (WIPO) (INTERNATIONAL COMMERCE, Sept. 11).



KENYA OFFERS "CONFIRMATION PATENTS" based on patents first acquired in the United Kingdom, if applied for within three years of the U.K. registration. Kenya has also been a member of the Paris Convention since June, 1965. Modernization proceeds at a good pace in this land where Edward Mbekelu, a computer operator for East African Airways, Nairobi, is shown at a recent IBM African training course.

A major function of the WIPO will be to establish a Conference forum in which industrialized and developing countries can exchange views in the patent, trademark and copyright fields. The Conference participants will consider developing countries' special needs for legal-technical assistance in the patent field. The type of assistance to be provided such countries would consist of fellowships, seminars, expert missions, and advice in the framing of patent laws and improvement of Patent Office procedures.

This Conference mechanism in the WIPO could be an important element for improving patent systems in developing countries.

New proposal considered

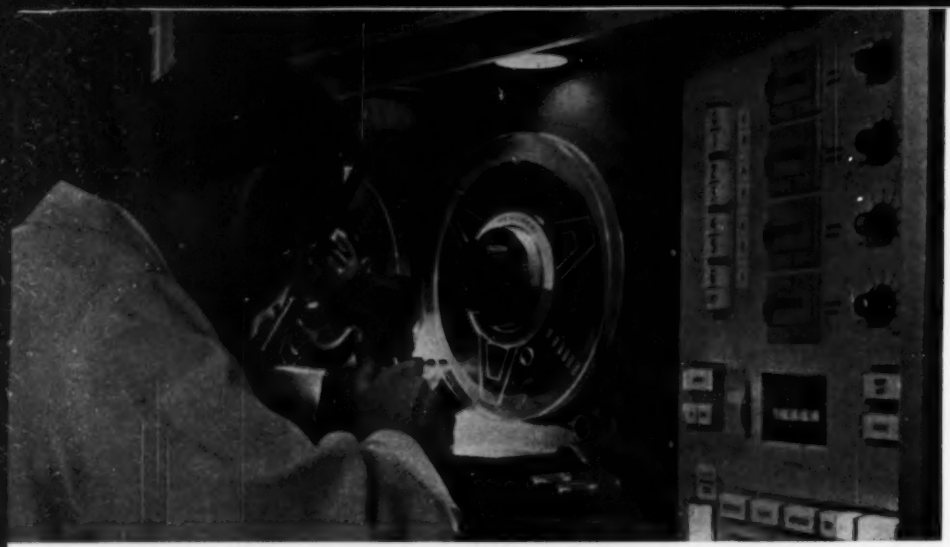
Mention should also be made of the draft proposed Patent Cooperation Treaty now under consideration by representatives of about 25 countries and several international governmental and non-governmental groups, through the facilities of BIRPI. The proposed Treaty is designed to facilitate the filing and examination of applications for patent protection of the same invention in a number of countries around the world.

Practical assistance

If the Patent Cooperation Treaty should eventually be brought into effect, it may help participating developing countries resolve their problem of lack of technically trained personnel for processing patent applications. Such countries would also be in a position to grant more meaningful and stronger patent protection based on the uniform search and examination results made available to them, and the technical documentation references emanating from major industrialized countries and organizations (such as The International Patent Institute of The Hague) that examine patent applications.

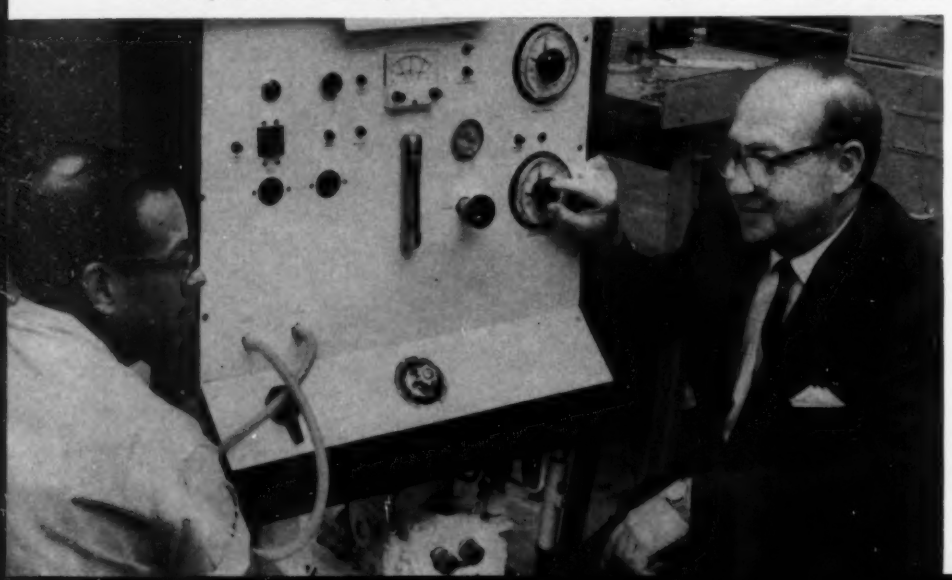
U.S. businessmen interested in acquiring more detailed information on step-by-step procedures for applying for patent protection in developing countries should consult competent legal counsel. Local legal representation will be needed in the countries of interest.

The Department of Commerce Field Offices can supply lists of attorneys practicing in the patent field in individual developing countries, if assistance is needed in selecting one.



MEMOREX PRECISION TAPES (above) are used worldwide, with exports increasing since establishment of European sales facility. Company has also made use of multilingual sales material, market research.

INTERNATIONAL SALES CLINIC for agents (above) is held annually in U.S. by Monroe Auto Equipment Co. New president of Milton Roy Co. Earl J. Serfass (below r.) inspects firm's artificial kidney system.



'E's awarded during World Trade Week

California, Michigan, Florida firms cited for export increase

Aggressive world marketing of U.S. magnetic tape for computers, shock absorbers for vehicles, and specialized medical equipment won honors for U.S. companies during the recent World Trade Week observance.

Memorex Corp. of California, Monroe Auto Equipment Co. of Michigan, and Florida's Milton Roy Co. were among the firms given Presidential "E" Awards during the week. (NOTE: other presentations during World Trade Week will be reported in the June 10 issue.)

Memorex Corp. of Santa Clara, Calif., whose business is communication, has communicated well enough with its own customers abroad to increase exports fivefold since 1965. The company relies on consistent quality, prompt delivery and post-sale service to gain and hold customers.

Memorex began manufacturing precision magnetic tape for the recording of computer, instrumentation and video information in 1961, and entered exporting in 1964.

The Presidential "E" award was presented by Lawrence A. Fox, director of the Commerce Department's Bureau of International Commerce, and accepted by Memorex president Laurence L. Spitters at a World Trade businessmen's luncheon in San Francisco.

Before entering international markets, Memorex did extensive market research. The company then established sales offices in European cities where the heaviest concentrations of buyers were located, and chose distributors in other parts of the world. Sales offices are located in Amsterdam, Brussels, Cologne, London, Milan, Oslo, Paris, Stockholm, Vienna and Zurich. Distributors are located in Australia, Canada, Costa Rica, India, Argentina, Colombia, Peru, Venezuela and the Philippines.

Believing that local men can best gauge local markets, Memorex has appointed as its salesmen residents of the countries in which they are assigned.

Memorex uses teletype communication

between its international offices and the Santa Clara plant, and makes rapid delivery from a supply of stock maintained at all distribution centers.

Technical and sales literature is made available in various translations, so that overseas customers can keep up-to-date on the latest developments in data processing technology.

Monroe Auto Equipment Co. of Monroe, Mich., has increased export sales of its shock absorbers through use of multilingual advertising, market research, extensive executive travel and an international sales clinic to train sales agents. Monroe now exports to more than 40 countries and has licensing agreements in Canada, Mexico, Argentina, Brazil, Venezuela, Belgium, India and Australia.

A triple "E" award presentation and flag raising at three Monroe plants was coordinated by the Department of Commerce's Detroit Field Office. The "E" was presented to Monroe president C. S. McIntyre at the company plant in Monroe by Edward G. Smith, director of the Office of Industrial Equipment, Business and Defense Services Administration, Department of Commerce. There were simultaneous flag-raising ceremonies at Monroe plants in Cozad, Neb., and Hartwell, Ga., conducted by the directors of the Commerce Department's Cheyenne and Atlanta Field Offices.

The company established its export department in 1960, obtained the services of a firm of international representatives to develop sales abroad, and set up a wholly-owned subsidiary, Monroe, S.A., in Fribourg, Switzerland.

Three years later Monroe founded Monroe Belgium N.V., a wholly-owned manufacturing subsidiary, which took over the sales functions of the Fribourg subsidiary and began production of shock absorbers. To assure full supply for European dealers, Monroe makes weekly shipments of component parts and complete shock absorbers to Monroe Belgium N.V.

Monroe's programs planned to compete with established companies in world markets include an annual international sales clinic for its sales agents and merchandising programs tailored to the requirements of a particular area.

Monroe's seventh annual sales clinic, held at Phoenix in February, was attended by 50 representatives from Europe, Canada and Latin America. It was conducted on a bilingual basis, with much of the presentation and printed material in both English and Spanish, as a majority of the attendees were from Spanish-speaking countries.

Monroe has sales incentives programs to stimulate increased export sales: special awards are presented annually for sales achievement, and foreign distributors purchasing more than $100,000 worth of shock absorbers in a fiscal year qualify for Monroe's Century Club.

Monroe has adapted many of its proven domestic merchandising programs for foreign markets, supplemented by the use of local radio, television, newspapers, magazines and billboards. Catalogs and other sales material are supplied in a number of languages.

The Milton Roy Co. of St. Petersburg, Fla., has increased overseas sales of its industrial, laboratory and medical equipment through exhibiting at U.S. Trade Center shows and other trade fairs and providing top quality servicing and repair of its equipment. The company makes artificial kidney systems, controlled volume pumps, hydrogen equipment and analytical instruments.

Milton Roy has three wholly-owned subsidiaries for manufacturing, service and sale of its equipment in Lucerne, London and Peterborough, Ontario. To suit specific marketing conditions, Milton Roy has entered joint venture agreements and manufacturing licensing agreements, and employed sales representatives.

The company has exhibited frequently at U.S. Trade Center Shows—ten since 1964, including the Hospital Equipment Show at the Tokyo Center in February. In addition, Milton Roy has participated in nine foreign-sponsored exhibitions.

The company's participation in the Fourth International Engineering Exhibit at Melbourne, Australia, last August secured a representative in that country for laboratory and medical products.

During a 1966 hospital equipment exhibition at the U.S. Trade Center in London, Milton Roy received orders totaling $100,000 and completed negotiations for establishing a manufacturing, service and sales subsidiary for its medical equipment in the European area. The subsidiary was formed to offset the impending competition of British-produced artificial kidney systems and to provide trained personnel to service Milton Roy equipment in use in Europe.

The company prepares its product literature in Japanese, French and Spanish, as well as English.

Last summer the Milton Roy Co. sponsored a French exchange student for 13 weeks of training at its St. Petersburg plant under a program of A.I.E.S.E.C., an international association of business and economics students.

The "E" award was presented by the Commerce Department's Roderick M. Gillies, director of Export Expansion Councils, to Milton Roy retiring president Robert T. Sheen in a ceremony at the company plant.

AID reports 96% of commodities now bought in U.S.

Total up 6% in past year, reflects U.S. balance goals

About 96% of all commodities financed by the Agency for International Development in fiscal year 1967 for its aid programs were purchased in the United States, AID has reported.

A record high, the figure is a gain of 6% over the previous fiscal year and reflects AID's efforts to minimize any adverse effect of its programs for developing countries on the U.S. balance of payments.

A total of about $1,350 million in commodities was purchased from American suppliers in all 50 states, the District of Columbia and Puerto Rico. About $52 million was spent on commodity procurement outside the United States, principally for emergency shipments to Vietnam.

The U.S. share of commodity procurement has risen steadily since 1960 when the Agency began tying AID financing tightly to purchases in the United States. In 1960, the U.S. share was 41%.

The Near East and South Asia bought the largest amount of U.S. goods under AID financing ($516,295,000); Latin America was second with $350,705,000; Vietnam bought $299,189,000; East Asia bought $115,138,000, and Africa bought $68,072,000.

Seek NTB information

Information about specific cases of non-tariff barriers—NTB's—operating to keep U.S. goods out of foreign markets is being sought from U.S. companies by the National Chamber Foundation.

A survey questionnaire was recently sent by the Foundation to all members of the Chamber of Commerce of the U.S. engaged in exporting. Results will be used, according to Foundation officials, in backing up studies by the President's Special Representative for Trade Negotiations on the impact of non-tariff barriers of all nations on U.S. trade.

United States overseas

The export promotion dates on these pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 932, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 926, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Electronics characteristics measuring equipment. ITALY. Demand in Italy for electronic and electrical characteristics measuring equipment has increased steadily in the past few years as Italy's electronics industry achieved outstanding growth. Italian production of advanced measuring instruments is generally considered inadequate to meet the steadily expanding domestic demand. Trade and industry sources estimate that purchases in 1966 of electrical and electronic measuring instruments by Italian industry amounted to some $49 million. Prospects for sales of U.S. equipment are especially bright in the fields of electronic measuring instruments used in the production of professional electronic products, and all types of "fourth generation" electronic instruments used by the manufacturers and users of integrated circuits and microcircuits and other electronic devices. **Milan Trade Center, Sept. 1-8.**

Advanced fluid power equipment and fluidic devices. GERMANY. The fluid power equipment market in Germany has been growing at a rate of approximately 12% annually for the past five years. The same growth rate is predicted for the next five year period. American products have already been widely accepted and dominate in the fields of airborne hydraulics systems and pneumatic tools. This planned Trade Center event will feature advanced fluid power components and fluidic devices. For additional information on how your firm can promote its products in one of the fast growing fields in Germany, call Area Code 202, 967-3966. **Frankfurt Trade Center. Sept. 16-20.**

Advanced electronic components, instruments and equipment. JAPAN. America's principal overseas customer represents the world's third largest industrial economy. The nation's accelerating $3 billion electronic industry imports more parts and equipment from the U.S. than any other nation. This dynamic demand has been carefully researched and over 70 selected U.S. product lines are known to be saleable to industry, government and laboratories. "Made in U. S. A." connotes technological and quality advantages to Japanese users. This joint U.S. industry/government exhibition, the largest presentation of its kind ever held in Japan, offers American manufacturers an unparalleled opportunity to do business with the largest gathering of Japanese buyers and specifiers of electronics. **U.S. Commercial Exhibition, Japan Electronics Show, Tokyo. Sept. 17-23.**

Printing and bookbinding equipment. SCANDINAVIA. This mid-September show will provide an opportunity for U.S. graphic arts equipment manufacturers to reach sales prospects in Denmark, Finland and Norway, as well as Sweden. Market promotion will include invitations to the major printing houses using the letterpress, lithographic, gravure, screen and flexographic printing processes, photoengravers, bookbinders, newspaper and periodical publishers and suppliers to the graphic arts industries of these countries. A survey conducted for the Bureau of International Commerce indicates that the Nordic area needs the latest auxiliary equipment and supplies, new photosetting and composition machines, scanners, electronic control equipment, plate conversion processes, photopolymer plates, cold type (impact), flexographic, letterpress and web offset printing equipment, automatic film processing, special inks and papers, and automated binding equipment. Market prospects are exceptional for advanced machines, processes and materials. The four Scandinavian countries constitute a combined import market for related products exceeding $39 million. In 1966, American producers supplied 55% of all typesetting machines sold to Sweden; 89% of all parts for rotary presses sold to Finland; and 87% of all typesetting machines sold to Norway. **Stockholm Trade Center, Sept. 18-24.**

Nuclear instrument systems and components. UNITED KINGDOM. Next to the United States, Great Britain offers the most attractive possibilities in the sale and distribution of nuclear instrument systems and components. In the nuclear power station program (utilities) the U.K. currently has the largest single operation in the world. Attractive market opportunities for U.S. producers are indicated because of the emphasis in Britain on research. This has resulted in a slowdown in the production of the more sophisticated and advanced components. The total market in the U.K., including industrial, medical, and research is estimated at $15 million, of

promotions

which the replacement figure, excluding new users is about $2½ million. Through this exhibition, U.S. producers have an opportunity to introduce the latest developments in the nuclear systems and components field. **London Trade Center. Sept. 18-25.**

Materials and cargo handling equipment. THAILAND. The Thai market for materials and cargo handling equipment is growing and becoming more diversified as the nation's economy expands at a rapid rate. The use of mechanized cargo and materials handling equipment has increased steadily over the last decade. Significant increases in the volume of overseas trade, building construction, mining and manufacturing activity have played a major part in encouraging more widespread use of modern handling techniques. This trend is expected to continue and strengthen. The local business climate is currently conducive to increased marketing efforts by a broader segment of the U.S. materials handling industry. To take advantage of these growing sales opportunities, a showing of U.S. materials handling and cargo handling equipment is scheduled to be held in Thailand. **Bangkok Trade Center. Oct. 1-8.**

Plastics production and control equipment. ITALY. Italy is a leading producer of plastics. In the last 10 years, Italian production of plastic materials rose from 116,000 metric tons to more than a million tons, covering almost the full range of condensation and polymerization products, both thermoplastic and thermosetting. Despite their already advanced technological position. Italian manufacturers are actively seeking improved processing techniques and advanced equipment to increase productivity and cut production costs. To help U.S. industry take advantage of the sales possibilities offered by the Italian market, the U.S. Department of Commerce has scheduled a special exhibition of U.S. machinery and controls for use by plastics manufacturers. The U.S. exhibition will coincide with PLAST-68, the International Plastics and Rubber Exhibition to be held at the Milan Fair grounds where the U.S. Trade Center is located. **Milan Trade Center. Oct. 5-13.**

Machine tools, industrial controls, engineering and maintenance, welding and cutting, and materials handling equipment. JAPAN. The Japanese market offers excellent prospects for U.S. suppliers of capital goods and technical services. U.S. exports to Japan during 1967, estimated at $2.7 billion, set a new record. Our exports to Japan, the world's third largest industrial producer, should reach the $3 billion mark this year. Active and carefully planned programs for industrial modernization are taking place throughout Japanese industry. Fully supported and encouraged by the Japanese Government, a high level of private investment to modernize Japanese industry to keep its products competitive in world markets is expected to continue strong. Although definition of plant engineering and maintenance equipment is necessarily extremely broad, 1967 U.S. exports to Japan in this area probably amounted to several hundred million dollars. A number of U.S. exhibitions featuring narrowly defined product categories have met with continued success in the U.S. Trade Center in Tokyo. However, space limitations in the Trade Center have precluded the possibility of presenting a broadly based U.S. exhibition, including many large pieces of equipment, which would be representative of U.S. capabilities in the area of industrial modernization. Sponsored by the Japan Management Association, this fair was first held in 1960 and has shown steady growth in size and importance to the Japanese industrial community. **U.S. Commercial Exhibition, Japan National Plant Engineering and Maintenance Show, Tokyo. Oct. 7-12.**

Catering equipment, laundry equipment and hotel maintenance equipment. FRANCE. Increasing competition for the tourist trade is forcing France to undertake a program for the modernization of tourist facilities. The French Govenment is providing incentives in the form of low cost loans, tax advantages, and revised hotel standards to encourage improvements. At the same time, changing social and working conditions in France are creating a growing need for large volume, quick service feeding facilities. These conditions are causing a substantial expansion of the French market for equipment and supplies for hotels, restaurants and institutions. This expansion presents an excellent sales opportunity for U.S. manufacturers of equipment used by restaurants and hotels. The market is particularly good for food preparation and serving equipment, laundry equipment, and hotel maintenance equipment. U.S. firms can gain exposure and take advantage of the sales prospects offered by this growing market by participating in the U.S.-sponsored exhibition at the EQUIP'HOTEL fair. EQUIP'HOTEL is the largest, most important show in France for the hotel, restaurant and catering industries. It attracts a large audience of hotel, restaurant, snackbar and cafe owners and operators; contractors, architects, designers and decorators; managers and operators of institutional establishments. **U.S. Commercial Exhibition, EQUIP'-HOTEL, Paris, Oct. 10-21.**

Advanced metalworking equipment, precision gauges and workpiece/positioning equipment. GERMANY. The economic recovery presently underway in Germany is supporting a renewed demand for machinery for modernization and expansion of German industry. A recent survey shows Germany is on the threshold of applying nontraditional machining processes in the aerospace, nuclear and automotive industries. The increasing use of intractable materials and the need to work intricate shapes to more precise tolerances offers sales and licensing opportunities to U.S. manufacturers of advanced metalworking equipment and gauges. Call Area Code 202, 967-4162 for additional information. **Frankfurt Trade Center, Oct. 14-18.**

Chemical and petrochemical processing equipment and instrumentation, packaging machinery, textile machinery, machine tools and construction and mining equipment. BRAZIL. Brazil, which is larger than the United States and contains half the population of South America, is at the take-off stage of a Government incentive program to induce industrialization and modernization through private investment. As a result of greater economic and political stability, coupled with Government encouragement of private investment, increased demand prevails, for chemical and petrochemical processing equipment and instrumentation, packaging machinery, textile machinery, machine tools, and construction and mining equip-

ment. Requirements for this type of capital goods should increase 20% to 50% annually during the next five years. U.S. exhibitors will find prime sales opportunities during Commerce's first major effort in Brazil. **U.S. Solo Exhibition, Sao Paulo, Oct. 15-25.**

Equipment for the processing of chemicals, petrochemicals and pharmaceuticals. THE NETHERLANDS. The most dynamic sector of the highly industrialized Dutch economy is the chemical industry. It is the most important industry after the food and metalworking industries and has become the second most important export industry. The growth rate of the chemical industry far outpaces all other major Dutch industries in output and investment. Investment in the chemical industry was $359 million in 1966 or 20% of total industrial investment in The Netherlands. Expansion of the industry is expected to continue at a high level for the next several years. The elimination of internal tariff barriers within the Common Market on July 1, 1968, will further expand the market for Dutch chemical producers. The growth of the chemical industry is generating an increasing need for equipment. Dutch producers are eager to utilize the latest technological developments to keep their production facilities modern. This opens up good prospects for the sale of U.S. products. The MACHEVO fair, the most important industrial exhibition in The Netherlands, will provide U.S. manufacturers of equipment, apparatus and instruments for the chemical industry, with an exceptional opportunity to sell to the rapidly expanding Dutch market. **U.S. Commercial Exhibition, MACHEVO, Utrecht. Oct. 16-23.**

Automotive diagnostic/service and accessories show. UNITED KINGDOM. The U.K. market for automotive diagnostic/service equipment and supplies is growing briskly, at an annual rate of 12% with current sales in excess of $28 million. Of this total about 20% is controlled by U.S. manufacturers via either direct export, licensing agreement, or subsidiary companies. Moreover, during the same period, sales of automotive accessories mushroomed to approximately $40 million with continued growth expected. As a result of Britain's rapidly changing attitude toward modern equipment the atmosphere is ripe for U.S. manufacturers of sophisticated automotive maintenance equipment and accessories to capture a greater proportion of this growing market. To ensure your share write immediately to obtain full details on how you may participate in this important exhibition. **London Trade Center. Oct. 16-24.**

Consumer products. SPAIN. Galerias Preciados, Spain's leading department store group, has scheduled an America Weeks promotion which will feature the sale of U.S. consumer products. Promotional attractions will include a Gemini spacecraft, an Indian folk dancing group, and a Hawaiian performing group. Featured product categories will include leisure and sportswear for youths, lingerie, infants' wear, housewares, bathroom accessories, Christmas gift items, outdoor and sports equipment, hobby equipment, canned foods, certain miscellaneous items, and possibly cosmetics. Store buyers will visit the United States beginning in early May of this year. Telephone Area Code 202, 967-2051 for more details. Promotion scheduled for **Nov. 2-30.**

Climate control equipment. GERMANY. The air conditioning equipment market in West Germany chalked up new gains in 1967 despite a general business slowdown. Another 10% increase in 1968 is forecast, with total sales expected to reach

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate Generals in Melbourne and Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

$70 million. The U.S. share of imports in this field is 20%, approximately $5 million dollars. This expanding market offers additional sales and licensing opportunities to U.S. manufacturers of air conditioning and climatization equipment components and controls. For additional details on this exhibit call Area Code 202, 967-4162. **Frankfurt Trade Center. Nov. 4-8.**

Industrial fasteners and adhesives. SWEDEN. Realizing that cost-cutting is essential to continued growth and maintenance of a competitive export position, the major industries of Sweden, Denmark, Norway and Finland are seeking ways to meet head-on the cost-profit squeeze in the face of scarce skilled labor and relatively high wages. Advanced assembly techniques and tools are sought as a means of cutting production costs. The United States has a substantial lead in special labor-saving fasteners and specially-designed parts for production operations. American manufacturers of such fasteners, adhesives, assembly equipment, production machinery and welding apparatus will have a unique opportunity to meet Scandinavian design engineers and production managers who will visit this show. Stockholm Trade Center. **Nov. 6-12.**

Production equipment for the electronics industries. GERMANY. West Germany's electronics industry, the largest in Europe, is tooling-up for a major expansion of production capacity in 1968. With all signs pointing toward a German economic resurgence, a substantial rise of more than 5% to a record level of $2.4 billion for electronics consumption is being forecast. To assist U.S. industry, the Department of Commerce is sponsoring its first showing of electronics production equipment at a major international trade fair. The ELECTRONICA Exhibition, held every other year, is a leading event on the European electronics calendar. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition. ELECTRONICA 68—International Trade Exhibition of Electronic Components, Measuring and Production Equipment, Munich. Nov. 7-13.**

Agricultural and forestry equipment and implements, packaging, food processing equipment, metalworking and woodworking tools. EL SALVADOR. The Central American Common Market is exceeded only by Mexico, Brazil and Venezuela as a Latin American market for U.S. products, having imported $385 million in 1966, an increase of 54% over 1960. Duties on industrial and agricultural machinery are moderate and there are few import restrictions. Inter-Central American Trade has risen from $33 million in 1960 to $173 in 1966, with manufactured articles now comprising one-third of the trade. U.S. manufacturers can utilize this Fair, the only important one in the area, to effectively demonstrate and sell their products. **U.S. Commercial Exhibition, El Salvador International Fair, San Salvador. Nov. 9-30.**

Environmental test equipment. JAPAN. Japan—that dynamic newcomer to the front rank of industrial nations—is attracting worldwide attention to its amazing economic growth. The industrial advances being made by Japan have created a definite need for environmental test equipment. This market is estimated at $18 million now and should reach $25 million by 1970. Many segments of Japanese industry are just beginning to find a definite need for environmental test equipment. With a phenomenal growth of the Japanese aerospace industry, both in the production of foreign and its own design, together with the entrance into missile and space fields, Japan's aviation industry is encountering test requirements that it has not had to meet heretofore. This growth as well as the growth in such areas as shipbuilding (world's largest), automotive production (second to the U.S.) and consumer products, dictates the need for still additional environmental test equipment. Call Area Code 202, 967-4511 for additional information. **Tokyo Trade Center. Nov. 11-16.**

Industrial Process Controls and Computers. ITALY. Italy has one of the fastest growing economies in all of Europe, and industrial expansion and modernization is setting the pace. Italian demand for process control equipment was estimated at $63 million for 1967, and experts in the field feel that the market will double by 1970. The trend towards automation, the expansion of Italy's power, chemical, petro-chemical, and metal processing industries, and sharp international competition have combined to create a very strong demand for industrial process control systems. American products in this field are finding a high degree of acceptance among Italian businessmen and industrialists. This exhibition will be held in conjunction with the Italian biannual exhibition of automation and instrumentation equipment at the Milan Fair Grounds, adjacent to the U.S. Trade Center. For additional information, call Area Code 202, 967-4508. **Milan Trade Center. Nov. 20-26.**

Laser equipment. GERMANY. Germany's $2 million laser market is expected to double by 1970. Until recently, German market sales have been primarily to scientific and industrial research facilities. However, the market for industrial applications is expected to expand rapidly as new equipment is offered. The dominant position of U.S. equipment in an expanding market and the fine reputation it already enjoys in German scientific and technical circles, provides a unique sales opportunity for U.S. firms. **Frankfurt Trade Center. Dec. 2-6.**

Advanced medical equipment. JAPAN. Seven thousand Japanese hospitals offer an excellent market for U.S. medical equipment. Categories showing particularly high sales potential are electrocardiographs, biological electronic measuring instruments, monitors and telemeters, medical research and test equipment, medical radioactive measuring instruments, medical television and applications, data processing systems, bioelectro stimulators, and environmental hygienic devices. For additional information on how your firm can promote its products in this fertile market, call Area Code 202, 967-5622. **Tokyo Trade Center. Dec. 9-14.**

Packaging machinery and equipment. JAPAN. Japan's growing economy now offers advanced and high speed packaging machinery manufacturers high sales potential in 1969. U.S. products are rated very high and import demands at this point are favorable. Total world exports to Japan in 1968 are forecast at $3 billion. The packaging machinery market in Japan stood at $60 million in 1967. Product potential for U.S. equipment calls for advanced shrink packaging machinery, blister packaging machines, vacuum packaging machines, liquid product filling machines, cartoning machinery, labeling machines, dry packaging machines, viscose product filling machines, capping machines, pouch packaging machinery, fabricating package equipment and special application machinery for milk, cheese, butter and dry powder products. Call Area Code 202, 967-3973 and reserve your space. **Tokyo Trade Center. Jan. 27-Feb. 1, 1969.**

Equipment for the graphic arts industries. GERMANY. The size of the German graphic arts equipment market is approximately $120 million yearly, highly diversified and expanding. There is a trend towards larger size enterprises. There is even stronger trend on the part of medium sized and small printing shops to increase productivity and quality by means of better machinery and equipment. Imports from the U.S. have been running at about $8 million annually in this field. A recent market survey for the Department of Commerce has focused attention on those areas of increased opportunity for U.S. manufacturers. For additional information, telephone Area Code 202, 967-4162. **Frankfurt Trade Center. Feb. 17-21, 1969.**

Water purification and desalination equipment. ITALY. There is a growing need for water desalination, purification, supply and pollution control equipment in Europe, the Mediterranean area and the Middle East as existing water resources, which are often very limited, are being used up or polluted. To ensure that American industry has the opportunity to avail itself of the sales possibilities, arising in these areas for water desalination utilization equipment, PURAQUA, a U.S. Exhibition and Congress relating to water purification and desalination will be held in centrally located Rome. Presented under the Government's Export Expansion program, this major exhibition will be managed by the Department of Commerce and co-sponsored by the Department of Interior, Atomic Energy Commission, Department of State, and the Export-Import Bank. Although this exhibition and congress will be highly promoted throughout the European, Mediterranean, and Middle East areas, the Italian market itself would warrant an event of this scope. The increasing requirement for water in the Southern part of the country and on a number of islands can only be met by desalination. The growing industry in the North is stimulating the demand for water re-use systems, purification and pollution control installations. For additional information, call Area Code 202, 967-3944. **U.S. Commercial Exhibition, PURAQUA, Rome. Feb. 17-22, 1969.**

Packaging machinery and equipment. GERMANY. Western Europe's already sophisticated market for packaging is expanding rapidly. European manufacturers of machinery and equipment for packaging consumer and industrial goods have not been able to satisfy the demands of this booming market. American equipment continues to be competitive and is finding even greater acceptance as Europeans accelerate the scale of the in-plant packaging systems closer to those prevailing in the U.S. To assist U.S. industry in capturing a greater share of the European market for packaging machinery and equipment, the Bureau of International Commerce is sponsoring a showing of packaging machinery at INTERPACK. This fair, held every three years, is recognized as the largest packaging machinery and materials exhibition in the world. Truly an international fair, INTERPACK will attract buyers from all over the world. A hard hitting market promotion campaign, tailor-made to each individual participant's needs, is already in motion. Book your space now, before the limited area is filled. For additional details on this exhibit call Area Code 202, 967-4161. **U.S. Commercial Exhibition, INTERPACK—5th International Fair for Packaging Machines, Packaging Materials, and Confectionery Machinery, Duesseldorf. May 10-16, 1969.**

Welding and cutting equipment and supplies. GERMANY. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in September of 1969. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28, 1969.**

Measuring, recording and control instrumentation for the chemical industry. GERMANY. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

Metalworking machine tools, packaging, food processing equipment. ISRAEL. A total of 48 U.S. manufacturers in these fields will exhibit in the U.S. Pavilion at Tel Aviv, getting their feet in the door of the rapidly expanding Israeli market. **U.S. Commercial Exhibition, Tel Aviv International Trade Fair. June 4-22.**

Industrial assembly equipment, fasteners, adhesives. ITALY. Many of Italy's largest corporations use U.S.-made equipment, and American manufacturers should find growing export opportunities as Italian industrial production continues it upward pace. **Milan Trade Center. June 12-18.**

Mechanical power transmission equipment. UNITED KINGDOM. A dramatic increase in "over the road" transport facilities and roadway construction should give 16 U.S. exhibitors in this show a boost in their sales to the British market. **London Trade Center. June 12-20.**

Shipyard production and marine equipment. JAPAN. Now the world's largest producer of vessels from small hydrofoils to the biggest ocean-going tankers, Japan offers a prime market for all types of equipment associated with shipyards. **Tokyo Trade Center. June 17-22.**

Transducer instrumentation systems. GERMANY. Leading American firms in this field enjoy a well-established market in Germany, and companies offering the latest and most advanced equipment will reach the heart of the German buying market at this show. **Frankfurt Trade Center. June 18-22.**

Document processing and reproduction equipment. JAPAN. Thirty firms offering the most modern methods to help Japanese businessmen fight the battle against the burgeoning paperwork generated by a vigorous economy will find a ready-made market for their wares. **Tokyo Trade Center. July 22-27.**

Rising Italian plastics output creates market for U.S. makers of modern production equipment

Milan Trade Center show will display latest American machinery to Italian buyers in need of new tools, materials, techniques

Italian production of plastics is rising rapidly—from 116,000 metric tons anually to more than one million tons in just 10 years.

Italian per capita consumption of plastic products also has jumped, rising approximately seven-fold between 1956 and 1966.

To help American businessmen capitalize on this continuing double-barreled growth the U.S. Department of Commerce will sponsor a plastics products manufacturing equipment exhibition at the U.S. Trade Center in Milan, Oct. 5-13. (See related article on page 33.)

Recent successes

The exhibition will introduce U.S. firms to Italian manufacturers of plastic products who want new and advanced equipment to increase productivity and cut costs, new materials, and improved processing techniques.

A recent market study shows these facts:

► Sales prospects are especially good in the fields of vacuum-forming machinery and large or specialized machines such as mixers and blenders.

► The Italian construction industry has substantial interest in new, lighter and cheaper plastic materials such as colored panels and laminated products.

► Among industrial applications for plastics materials, the most important are in the appliance, packaging and automobile fields. As the major appliance producer in Europe, Italian industry needs equipment to manufacture plastic components that go into the end products.

► Italy's fifth-place ranking among the world's producers of plastics materials is a measure of the market for U.S. machinery and controls to manufacture plastic products.

A further indication of the market for U.S. plastics manufacturing equipment is provided by the approximately 40 producers of plastic materials, including several large petrochemical companies, plus some 3,000 smaller firms that process plastic products. Investments of more than a half billion dollars annually in the plastic industry are predicted each year through 1970.

The Trade Center show will derive added European industry interest from a simultaneous event—PLAST 68, the International Plastics and Rubber Exhibition—to be held at the Milan fairgrounds where the Trade Center is located. This quadrennial exhibition, also known as Europlast, attracted 140,000 visitors when last held in 1964.

A market development campaign for the Trade Center show already is under way among potential customers and agents, and U.S. exhibitors are assured a large attendance of key representatives of the plastic industry.

European market prospects for American plastics-production equipment are reflected in the results of other Commerce exhibitions. A "Plastics USA" show at the U.S. Trade Center in Frankfurt in May 1966 brought $2,198,000 in confirmed 12-month sales to 26 U.S. exhibitors, who also signed a total of 20 new agents on the Continent.

Recent successes

Among recent events at the U.S. Trade Center in Milan, 32 exhibitors in a November 1967 plastics production equipment exhibition predicted more than $2.3 million in combined first-year sales. Eighteen firms participating in a March 1968 showing of machinery, supplies and equipment for the plastic industry at the U.S. Trade Center in Stockholm forecast first-year business results of well over $700,000.

U.S. plastics equipment manfacturers interested in exhibiting at the October show in Milan may obtain further details from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone: area code 202-967-5351) or from any of the Department's 42 Field Offices.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL BOAT SHOW, GOTEBORG, SWEDEN, Feb. 22-Mar. 3. 350 exhibitors, showing boats, motors, and boating accessories. 28 U.S. firms were represented in the exhibition by Swedish agents. Attendance over 82,000, a new record for the show. Dealers for U.S. firms reported excellent sales despite high prices of American boats. Many felt the Mar. 20-31 boat show in Stockholm a better marketing opportunity. Next fair, Feb. 13-23, 1969.

INTERNATIONAL SALON OF HOUSEHOLD EQUIPMENT AND FURNISHINGS, PUTEAUX, FRANCE, Mar. 2-17. 1,350 exhibitors, with 313 from 25 foreign countries. U.S. participation limited to 17 firms this year, down from 22 in 1967. Attendance 1,146,792, up by 7.5% from last year, with foreign visitors from 61 countries. First three days of salon reserved for trade only, as usual. No sales figures available, but U.S. commercial officers consider show a good entry to French market. Next salon, Mar. 1-16, 1969.

INTERNATIONAL EXHIBITION OF PLUMBING, HEATING, AND AIR CONDITIONING EQUIPMENT (HILSA), ZURICH, SWITZERLAND, Mar. 15-24. 825 exhibitors, including contingents from 14 foreign countries. 40 American manufacturers represented by local agents and distributors. Attendance 63,800, up 25% from the previous fair in 1965. Introduction of new gas sources to Switzerland creates good opportunities for U.S. makers of gas heating and air conditioning units. No date set for next fair.

INTERNATIONAL AGRICULTURAL MACHINERY FAIR, ZARAGOZA, SPAIN, Mar. 31-Apr. 9. 425 exhibitors, 151 of them from 18 countries outside Spain. U.S. represented by four direct exhibitors and another ten Spanish agents showing products of U.S. firms. Attendance over 200,000, up from 117,000 in 1966 and 197,000 in 1967. Good opportunities noted for U.S. manufacturers of small tractors and other farm implements, with some demand for larger machinery for cooperative farms. No date set for 1969 edition.

Mixed showing of Greek economy seen due to 'wait and see' attitude of foreign, domestic businessmen

Commercial attache sees no indication of near-term upswing; U.S. firms held onto position as top import supplier in 1967

By MAX E. HODGE
Commercial Attache,
U.S. Embassy, Athens

The performance of the Greek economy in 1967 was mixed, and the 1968 showing has generally been more of the same. It is probable that real gross national product (GNP) showed a small gain, substantially less than the recent 7-8% per year average. Ministry of Coordination figures show a 6.5% growth at current prices, 4% at constant prices.

With Greece's virtually stable population (growth less than 1% per year) the rise in GNP is virtually all reflected in increased per capita income. Industrial production was the weakest link, growing only 3.3% compared with slightly over 10% in each of the four preceding years.

Drachma circulation at the end of 1967 was about 27% over that of a year before. Given slowly rising domestic production and imports it is clear that purchasing power has risen more rapidly than the means of satisfying it, the classic source of demand-pull inflation. This is in part thanks to universal price controls in effect since the Revolution of April 1967.

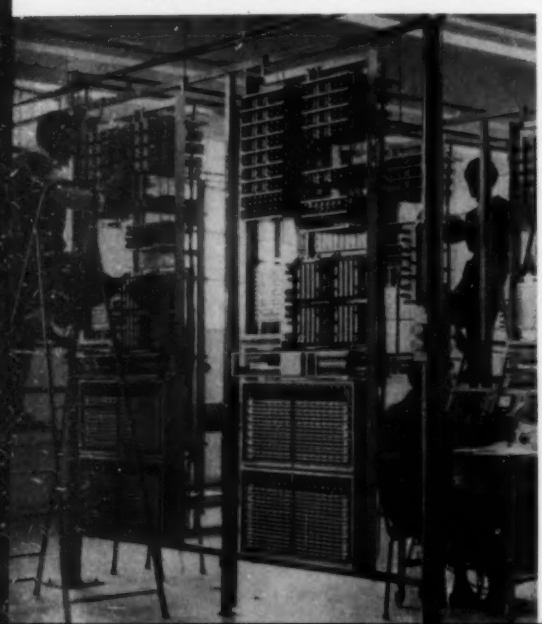
These have not caused any shortages or black market operations, but many businessmen complain of losing money. Purchasing power is just not being used, for two reasons as far as we can tell.

First, there appears to be a widespread "wait-and-see" attitude towards the economy, reflected especially in declining sales of such major items as real estate, farm and construction machinery, appliances and computers.

Second, there seems to be some fear of unemployment, with many workers being released from public or semi-public service and some private businesses closing or running at less than capacity.

Greece's balance of payments record was also mixed, owing to both internal and external factors, but ended up reasonably satisfactory for this stage of development. According to Greek figures exports rose an impressive 12% to $453 million, while imports increased less than 1%, to $1,161 million, the trade gap thus falling nearly 6% to $709 million.

U.S. HELD ONTO TOP POSITION as a supplier of Greek imports last year. Here technicians test telephone exchange items at ITT-Hellas' Votanikos plant.



Services hold level

Net services remained about the same at $249 million, leaving a gap of $460 million on goods and services, about 8% smaller than the 1966 gap. Emigrants' and workers' remittances and pensions also remained about the same at $232 million, leaving a current account gap of $228 million, 13% smaller than in 1966.

Private capital inflow, however, declined sharply by 25% to $140 million, while official loans and grants fell 20% to $80 million. These two items, totaling $220 million, applied against the $228 million on current account, leave an $8 million deficit, compared with a $24 million surplus in 1966.

Greece's 1967 exports rose to all major geographical areas except the Soviet bloc. Those to the U.S. rose most impressively, 28% to $84.3 million, keeping us in first place with 18.6% of Greek exports. Those to the Common Market rose 21% to $156.4 million, or nearly 35% of the whole. This was probably owing at least in part to the advantages of the 1962 Treaty of Association between Greece and the EEC, under which Greece immediately obtained virtually all the tariff concessions accorded by each of the Six to the others.

Exports to other areas increased by lesser amounts, except those to the Soviet Bloc, which fell over 15% to $83 million, less than the U.S. alone takes.

Exports of virtually all major commodity groups rose, the rise in industrial and handicraft products being most impressive—over 50%—though these still account for only 16% of all exports and reflect mainly exports from the new Esso-Pappas complex and Pechiney aluminum plant.

Largest import category

Imports of manufactured consumer goods, the largest major category, continued to rise, but more slowly: 6% as against 24% from 1965-66. Capital goods and raw materials remained about the same, reflecting slower economic growth in Greece, while agricultural imports actually declined 9%, reflecting increased efficiency in local production. Imports from the U.S. declined slightly, while those from the Common Market and other areas grew slightly or remained about the same.

On the invisible or service items, a fall in tourism receipts of 12% can be attributed to troubles both elsewhere—Middle East in June, Cyprus in November-December—and in Greece, with the Revolution of April and the troubles of December, all of which received extensive and mainly critical press coverage abroad. Thanks largely to the closing of the Suez Canal, shipping remittances, the largest item in this category, rose nearly 18%, more than enough to offset the loss in tourism receipts.

The decline in private capital inflow was most serious, for year after year this must close most of the gap on the current account, and it is the item over which governments have the least control. Hardest hit were investments under Greece's liberal foreign investment law 2687 of

1953, which dropped nearly one-half to $23 million.

This sharp decline can be attributed to two factors: first, the near completion of the two major projects of recent years, the huge Esso Pappas-Ethyl industrial complex at Thessaloniki and the Pechiney aluminum project near Delphi; and, second, investor uncertainty regarding the political situation in Greece along with increasing competition for investment capital elsewhere.

Foreign supplier credits increased, though at a lower rate than in previous years. These now total nearly $310 million, enough to pay for one quarter's imports.

The outlook for the rest of 1968 is also mixed. Imports picked up considerably in the first months of the year, and the balance of payments deficit seems to be rising again. Imports on public account can be expected to rise if ambitious public works schemes materialize, while the Government's expansionary policies for the sluggish domestic economy could widen the payments gap in the private sector. If the steady growth in exports can be maintained, however, the trade deficit alone should not be such as to require undue or new restrictions on imports.

Much depends on new or expanding export-oriented or import-displacing industries, and on the maintenance of demand in customer countries, especially the EEC. Here as in most areas Greek and U.S. interests coincide.

Tourism may remain low if objection to the current regime is high abroad. It is strongly hoped by the Greeks that restrictions the U.S. may impose on travel abroad will not hit developing countries.

The U.S. is still the leading supplier to the Greek market, according to Bank of Greece figures. This needs a word of explanation. As far as we can ascertain, these include as 'dollar payments' imports not only from the U.S. but also from U.S. subsidiaries, oil fields, and other facilities abroad—which can be considered at least in part as U.S. exports—and from a few other countries where settlement is in dollars. The U.S. share of the Greek market on this basis declined slightly in 1967 to 18.7%, with sales of $210 million. This can be attributed to a general slowing of import growth, increasing Greek production of the principal agricultural goods imported from the U.S., and decreasing capital goods imports as the principal U.S. projects in Greece near completion, rather than to any deterioration in the competitive position of U.S. goods.

Greek imports of U.S. agricultural products dropped back to nearly their 1964 level after sharp rises in 1965 and 1966. The big drop was in grains and flours, and in vegetable oils, both of which reflect rising Greek production.

Greek imports of U.S. capital goods fell sharply to the lowest level in four years. This is explained in part by the completion of major U.S. projects, and in part by the slump in investment and public works last year. Future sales efforts should concentrate on these major areas.

Construction material imports from the U.S. rose slightly, while other raw materials remained about the same. Petroleum products imported against dollars declined as the U.S.-owned Esso-Pappas refinery came into production, although total imports of petroleum rose.

Public works

The Embassy remains convinced that the greatest U.S. opportunities are in the areas showing greatest growth potential, of which the principal one at present is probably public works. Imports for public or semi-public agencies' account amounted to about one-sixth of the total before the present government came in, about one-eighth in 1967, and could well be more in 1968, with the state investment budget up to $300 million.

If present ambitious plans for roads (40% of the investment budget), Athens water supply, nuclear and conventional power, irrigation and reclamation, civil aviation, agriculture, food processing, Comsat receiving station, telephones, radio and television, and housing materialize, our best opportunities should lie here.

The crucial question will probably be if Greece can continue to attract foreign capital sufficient to close the current account gap, which is normal at this stage of development and which will be with Greece for years to come.

The U.S. foreign investment restrictions can actually work in Greece's favor, for Greece, alone among EEC and almost alone among European countries, is in the most favorable category with the developing countries. This means that investments in any country in this category are permitted up to 110% of the base year's investments in all countries in this category.

As has been pointed out before, credit terms will play a major role in determining whether U.S. firms win these contracts.

The Greek Government has announced plans to procure as much as possible from local sources—an incentive to investments such as IT&T has made here in a telephone equipment plant—but the need for imported goods, especially sophisticated ones, will remain strong.

Further Government plans to consoli-

GREEK IMPORTS OF U.S. CAPITAL GOODS fell sharply in 1967, due to the completion of several major projects such as the Esso Pappas industrial complex at Thessaloniki. These ships are tied up to an offshore breasting island which is connected to the Esso installation by 5,000 meters of undersea pipeline.

date purchases into larger quantities through longer-range contracts should make these more attractive to U.S. firms.

Many of these public projects, along with efforts to bolster the domestic economy to the extent they materialize, will stimulate private demand for many items, from TV sets and electrical appliances to agricultural and construction equipment.

While Greek imports of manufactured consumer goods from all sources rose only 6% in 1967, those paid for in dollars rose nearly 18%, confirming continued strong preference for these products of American industries and their subsidiaries. Most major areas gained, strongest gains being noted in semi-manufactures, paper and electrical equipment.

Despite real efforts to speed up the processing of foreign investment, and despite Greece's favorable position in the EEC and favorable treatment under the U.S. investment restrictions, actual U.S. investment has been down over the past year. This undoubtedly reflects the same caution regarding the medium-range economic outlook that Greek businessmen and consumers have been showing.

Applications approved

Two applications pending before the present Government took over in April 1967 have been approved: Goodyear for a tire factory ($12 million) and Union Carbide for a dry cell plant ($1.6 million). Corn Products has applied for permission to invest $2 million in a plant to process new foodstuffs. The Robert MacDonald Construction Co. is presently carrying out a feasibility study for a proposed $150 million highway across Northern Greece.

Some interest is being shown from both sides in joint projects involving less money than know-how to help prepare Greece for full membership in the EEC.

In what could lead to substantial future investment, Greece in mid-1967 engaged the world-famous Litton Corporation to raise up to $830 million of foreign investment in Greece over the next 12 years, chiefly in accordance with joint development plans for Crete and the Western Peloponnesos.

In August 1967 Greece passed Law 89, which offers tax and other facilities to foreign regional headquarters in Greece. Some 25 firms have taken advantage of this, among them eight from the U.S., including Union Carbide, Ford of Europe, National Cash Register and Standard Brands.

In conclusion, good opportunities for both sales and investments continue to exist in Greece for the United States. They must be pursued selectively and aggressively.

Costa Rican imports running 7% ahead of 1967 pace; position of U.S. suppliers is improving

Shift from imports of finished products to assembly and partial manufacture offers special opportunities for some U.S. exporters

The U.S. export position is improving in Costa Rica's rapidly growing economy according to the latest Economic Trends Report submitted by the U.S. Embassy in San Jose.

Costa Rica's gross national product (GNP) in real terms increased by 6% in 1967. Because of sharp increases in domestic liquidity and credit, inventory expansion and investment in buildings, the downturn in economic growth was less than expected in the final months.

Preliminary figures indicate imports increased by 7%, and imports were well above the 1967 level in the first quarter of 1968. The Planning Office expects 1968 imports to be up 5% even if prior deposits are required later in the year.

Although the shift from importation of final products to assembly and partial manufacture will continue, requiring investment or licensing arrangements to maintain markets, the new emphasis on industries processing local raw material offers special opportunities for some U.S. suppliers.

Credit terms and flexibility are unusually important. Because of delays, typically several months, in Central Bank authorization for purchase of exchange at the official rate, exporters have been under pressure to extend credit terms. Those who force their customers to make remittances through the free market at premiums often over 20% have damaged goodwill and sometimes caused the customer to look for other suppliers.

In the coming year the pressures for credit will be increased by the tightening of bank credit and the reduction of liquidity in the economy. Should prior import deposits be required, importers' needs for supplier credits will be substantially increased.

Credit wins customers

Thus, credit will be unusually important in expanding sales, and an imaginative credit policy may often win customers away from established European or Japanese suppliers. Some U.S. banks are assisting exporters by arranging for partial or complete deposit of colones against bills for which the Central Bank has not yet authorized exchange.

U.S. exporters and credit managers have an advantage over most of their competitors in having shorter travel to review importer credit needs and seek out new opportunities. FCIA insurance is available.

Preliminary figures indicate U.S. exporters have been taking advantage of the more difficult trading conditions to expand their share of the market. Although total imports increased by only 7%, imports from the U.S. increased by 10%. Germany did not increase its exports and Japanese sales fell by 6%.

Agency for International Development (AID) financing of equipment for projects contributed to the 1967 improvement of the U.S. market share. In 1968 AID will provide additional assistance to U.S. exporters by providing financing for a select group of non-project commodities.

Under the $3 million AID commodity loan signed in January importers receive

New investment thrust

The change in investment emphasis from industry to agriculture offers important opportunities for U.S. exporters of agricultural equipment and other inputs such as irrigation supplies, insecticides and seed. Exporters of industrial equipment for new plants will have a smaller market, although the recent rapid industrial expansion offers major opportunities for the sale of replacement and maintenance equipment and parts in Costa Rica.

Service and availability of stocks is particularly important in servicing new industries which tend to be short of working capital.

colon credits of up to one year while exporters are paid immediately on shipment by AID.

An AID loan for agriculture provides similar arrangements for exports of fertilizer and raw materials for the production of fertilizer. These favorable terms should make it possible for U.S. exporters not now supplying the Costa Rican market to establish useful trading relationships.

The commodity groups eligible for financing under the program loan are: synthetic plastic materials, insecticides and fungicides, rayon and other synthetic threads and fabrics, diesel and electric motors, dynamos and generators, accounting and calculating machines, woodworking machinery, and industrial sewing machines.

An increase in liquidity contributed to a rapid increase in the free exchange rate (applicable to less essential and most capital equipment imports and many invisibles) from 7.25 colones per dollar at the end of September to 8.5 per dollar at the end of March. In April the Central Bank took several measures to reduce liquidity, including tight ceilings on commercial bank loans for the remainder of 1968 and future exchange sales with immediate payment. The free rate then appreciated to 8.00 by May 1.

However, the reported backlog of eligible applications for exchange at the official rate was $32 million at the end of March, up from about $20 million last September.

The Central Bank proposed a comprehensive plan to reunify the exchange rate at 6.65 colones per dollar (the official rate) and eliminate arrears within two years.

Specific laws were proposed increasing the Central Bank's powers, including authority to require prior import deposits of up to 15% for official market items and 100% for free market imports.

The Central Bank made clear that success of its plan depends on additional fiscal measures both to increase taxes for 1969 and to reduce expenditures in 1968 and 1969. Also, Central American Common Market (CACM) action is being studied to overcome fiscal and balance of payment dislocations caused by the rapid increase in industrial production and trade in the area.

The opposition party, which controls the Congress, has indicated its disapproval of several parts of the Central Bank plan, including increases in domestic taxes. The opposition appears to favor direct controls on imports and capital transactions as the means to avoid devaluation.

In 1967 the value of exports increased over 10% (including invoice adjustments). A large increase in the volume of coffee shipments more than offset a lower average price, partly caused by greatly increased shipments at lower prices to new markets under the International Coffee Agreement.

Exports to the CACM increased. During the second half of the year the new taxes reduced the rate of increase in domestic demand and manufacturers pressed sales in the CACM. Prospects for exports in 1968 and future years continue excellent, especially because of the new investment in banana production.

Agricultural production overall is expected to increase by over 6% in 1968. Large agricultural investments, including drawings on foreign loans and private investments, indicate future agricultural output will increase even faster.

Continuing financial instability is the principal threat to rapid growth. Workers' cost of living was up 3.4% in the twelve month period ending in February. There is increasing talk of a substantial minimum wage increase in the next biannual review now underway.

The Central Bank did not reach agreement on a new standby program during recent consultations with the International Monetary Fund. The requirement that capital equipment be imported at the free market rate deters some investment.

The banana industry is entering another boom period within its century long fluctuations. Production dropped from ten million stems in 1907 to three million in 1930 with the onset of Panama disease, grew to eleven million at the height of United Fruit's production on the Pacific side in 1952 and fell again to six million in 1959.

May overtake coffee

A gradual increase has been taking place since 1960, particularly due to the entrance of Standard Fruit Company into the Atlantic Zone. Beginning in 1968, production is expected to accelerate rapidly with bananas overtaking coffee as Costa Rica's main foreign exchange earner in 1969.

Exports are projected to climb from an estimated 20 million boxes ($32.4 million) in 1967 to over 50 million boxes ($75 million) in 1970. The largest growth will take place in the Atlantic Zone, where Standard Fruit plans to invest $7.5 million in a substantial increase in its own acreage.

Total new banana investment in this region could be well over $20 million, with the West Indies Company, recently purchased by Del Monte, and two European consortiums also having begun operations.

EMPHASIS ON IMPORTS of unfinished goods for local assembly should boost U.S. sales in Costa Rica. Above, trucks of U.S. subsidiaries are loaded with imports at the San Jose Customs House.

To accommodate the greatly increased banana production, the Government plans to build a new two-berth pier in Limon by 1970. On the Pacific side, United Fruit Company is converting to a higher yield variety which will enable it to increase production substantially without a major increase in acreage.

During 1963-67 Costa Rica's industries received a large share of new private investment and bank loans. Industrial output grew from $164 million in 1962 to $275 million in 1967. The industrial sector continued growing rapidly in 1967 when major new plants to produce tires and flour, and a petroleum refinery were inaugurated, but new industrial starts were declining and the focus of investment was moving to agriculture.

The Planning Office estimates the increase in industrial production in 1968 in current prices will be only 8.8%, compared with 10.8% in 1967. Industrial investment is focusing more on processing local materials; major plants under construction include baby foods (Gerber), pharmaceuticals (Merk, Sharpe, and Dohme), plastic raw materials (Reichhold) and several to produce apparel and shoes primarily for the U.S. market.

Labor peace continues, but pressures are mounting for increases in the minimum wage, which has not been raised since 1964. The National Salary Council must present the findings of its biannual review in July, with any increases taking effect on Oct. 1. As many workers receive the minimum wage, a substantial increase would accelerate price increases.

Finns gain new confidence

Series of bold economic moves eases uncertainties about outlook; U.S. sales lag

A new air of confidence marks the economic scene in Finland, according to the latest Economic Trends Report submitted by the U.S. Embassy in Helsinki.

The uncertainties over inflation, lagging growth and government policy which were prevalent at the beginning of the year have been eased by a series of bold economic moves centered on an incomes policy.

However, Finnish purchases from the United States continue to decline both in value and as a percentage of total imports, partially due to increased imports from American subsidiaries in the EEC or EFTA. Nonetheless, Finland should remain attractive for advanced and specialized machinery for process and quality control, materials handling and packaging.

Other American products of interest are industrial fasteners, raw materials for the plastics industry, the latest types of office machines and equipment, and items or systems associated with the service industries.

EFTA preferences were increased at the beginning of the year when virtually all tariffs on industrial goods were brought to zero for member countries.

On the other hand, many U.S. products should benefit this year from the extensive liberalization of almost all quotas for industrial goods on Jan. 1. Also, on July 1 Finland will make effective 40% of its tariff reductions negotiated during the Kennedy Round, thus decreasing the margin of preference for EFTA countries.

Finland's predominant economic and trade orientation toward the West may be reinforced this year if Finland acquires full membership in the Organization for Economic Cooperation and Development (OECD). In addition, Finland is working more intensively with the other Nordic countries and the members of the European Free Trade Association on new means of cooperation and integration.

Foreign trade has become one of the brightest economic indicators, owing to the influence of devaluation on import demand. Imports fell 2% in 1967. Exports, which have not greatly benefited from devaluation, rose 4%. Although this trade movement was not enough to erase a merchandise trade deficit which has averaged some Fmk 700 million over the past three years, it did bring the deficit for 1967 to Fmk 564 million.

This trend is continuing in 1968, and is calculated to reduce the deficit at the year's end to about Fmk 100 million. Such a deep cut is predicated on a 7% increase in export volume and a 1% decline in imports. Much of the export increase estimate is based on improvement in the economies of Western Europe, Finland's major market area.

While forest products still account for the major share of all exports, their proportion of trade has decreased recently. This year they are expected to account for 59% of exports by value, as compared to 62.9% in 1967.

Moving up in relative importance among exports are metal products, machinery, chemicals and consumer-oriented new exports. Metal products and machinery, for example, rose 23% in value in 1967 and accounted for more than 21% of all exports. Much of this gain was in trade with the Soviet Union and eastern Europe, but this year the forecast is for the greatest increase to take place in shipments to the OECD countries.

Imports fell because of high prices resulting from devaluation, and demand shifted where possible to domestic products. Declines are expected this year in almost all categories of imports except fuels and lubricants. The chief impact will probably fall on passenger cars and consumer goods. For investment goods only a small increase in value is forecast, but much will depend on how soon it will be possible to implement new investment plans.

On Jan. 1 Finland fulfilled its obligations under the 1961 Agreement of Association with the European Free Trade Association. Tariffs were brought to zero for other EFTA nations and quantitative restrictions were abolished on virtually all industrial goods. The quota liberalization was extended to countries, such as the United States, with which Finland's trade is in convertible currencies.

Following the trend in western Europe, Finland is now studying the use of a value-added tax, but it is not likely to be implemented until 1969 at the earliest.

The proportion of Finland's imports from the United States in relation to total imports continues to decline. For the full year 1967 the American share of Finnish imports was 4.9%, compared to 5.6% in 1966. The first two months of this year indicate that this decline is continuing both in percentage terms and in value.

This trend is probably attributable to three major factors: increased trade within the EFTA area, more purchases from EFTA or Common Market countries of goods made by subsidiaries of American companies, and a drop in purchases of hard wheat and fresh fruits. There is little reason to believe that this trend will change for the better in the near future.

Nonetheless, Finland is and will continue to be a good market for certain types of specialized equipment and a few agricultural products such as tobacco, raw cotton, canned fruit and some fresh fruits and vegetables.

Finland, no less than other industrialized European producers, is finding competition growing ever keener. This not only effects the traditional Finnish export field of pulp, paper and wood products, but also its fast-growing metal working and machinery industries.

Machinery which will increase production, insure quality control and reduce labor costs is on management's priority list. Despite limited investment funds, many companies are finding that they must continue to modernize their plants in order to stay in business. America's leadership in the field of sophisticated machinery, instruments and systems is well-recognized and highly respected in Finland.

The following list of products and services includes those for which Finland

Tariff cut impact

The elimination of tariffs within EFTA will, of course, increase the EFTA nations' tariff advantage in Finland and make it all the more difficult for non-EFTA countries to compete in the Finnish market.

On the other hand, the degree of preference will be reduced for those products affected by the Kennedy Round, many of which are of importance to the United States.

Finland will make its first Kennedy Round tariff cut of 40% on July 1. Should an agreement be reached to accelerate reductions on the Kennedy Round as a means of assisting the American balance of payments, Finland will participate.

PORT OF HELSINKI, through which much of Finland's foreign commerce is conducted, saw imports fall by 2% in 1967, while exports rose 4%. Shown above is the Olympia Port section of the Port of Helsinki.

offers the most attractive market to American exporters:

- Fabricated metal products, particularly hand tools, special valves and fittings;
- Marine motors, numerically-controlled machine tools, special paper and pulp machinery, special food products and packaging machines, office and computing machines, service industry machines;
- Electrical measuring, testing and controlling equipment, electronic components and accessories;
- Non-electrical measuring and controlling devices, medical equipment;
- Personal services, including franchises;
- Business services, particularly business management, administration and consulting services, and
- Accounting, auditing and bookkeeping services, data processing services, payroll accounting, billing, tax services.

A further area of constant interest is in the licensing field for the above-mentioned equipment lines and the sale of technological know-how.

Personal and business services also have been added to the above list, since they represent fields which are becoming of greater interest to Finnish industry as the needs for cost-cutting and rationalization become more acute.

After a downward course in 1967 which eventually contributed to the decision to devalue the Finnmark, foreign exchange reserves are now climbing. Total holdings, chiefly in convertible currencies, stood at Fmk 644 million at the end of the first quarter, almost double the figure at the end of 1967.

As the foreign exchange reserve position strengthens, there will be increasing pressure from the private sector for an easing of credit. The Government may be expected to move only very gingerly in this direction for the near future. Even now, as an anti-inflation measure, the full effects of the increases in reserves have not been transferred to the economy because of the export levy which has thus far channeled about Fmk 200 million in exports revenues into a blocked account at the Bank of Finland.

The past year was a poor one for almost all parts of the economy and the gross national product increase in real terms amounted to about 2%. At the same time, inflation and unemployment had become serious.

Although an upward trend is already evident in the balance of trade and foreign exchange reserves, a substantial improvement of the economy is not expected until the latter part of 1968. The very low current rate of growth should increase to some 5% in the fall, with about 3% in real growth for the entire year.

To avoid a further loss of the advantages of last fall's devaluation, during the first quarter an extraordinary program was worked out for the stabilization of incomes and prices at least through 1969.

The major economic interest groups took the first step by putting together an intricate network of agreements to sever the linkages of most incomes to the cost-of-living index and to stabilize prices, rents and interest.

The condition that this complex of agreements be accompanied by concrete government action was fulfilled when the Government obtained from the Parliament special economic powers to repress inflation and establish a firmer base for economic development through wage and price controls and the termination of virtually all ties between the cost of living and wages, agricultural income, rents, bank deposits, bank loans and government bonds.

The price for Parliamentary approval of the special powers was a series of government undertakings to hold down budgetary expenditures, place a ceiling of 700 million Finnmarks on the revenues to be collected from the temporary export levy, and to keep the tax burden at its present level through 1969.

The Prime Minister also promised that the Government would use its new powers solely to stabilize the economy and not to alter its structure—a move designed to allay some fears that the Government might take this occasion to try for greater government regulation of the economy.

The entire economic program reflects a remarkable degree of national economic and political unity as well as restraint, and has created a climate of new confidence. With reasonably predictable costs, prices and government policies, the country now has a better chance of making its devaluation profitable and obtaining structural improvement in industry and agriculture. Further confidence is being drawn from signs of upward movements in the economies of western Europe where Finland's chief markets are located.

Without the incomes agreements and special powers conferred on the Government in the first quarter, government statisticians had calculated that the 1967 wage bill would have risen by at least 15%, as against 9% in 1967, and that the cost of living would have risen by 10%, well on the way to dissipating the advantages of the 31.25% devaluation last October. Other forecasters thought the cost-of-living index would increase by some 20%.

Controlled wage and price increases

Use of Finnmark data

The financial figures in this article have not been converted from Finnmarks (Fmk) into dollars because last October's devaluation made it impossible to compute the precise equivalents for the entire year 1967. Before the devaluation the Finnmark was valued at 3.2 to the dollar; it is now valued at 4.2 to the dollar.

FOREST PRODUCTS INDUSTRY has experienced several poor years, but outlook is for better this year. Shown above are cellulose and kraft liner board at Enso-Gutzeit mills in Vuoksenniska.

this year and next are provided for in the recent agreements. A wage increase of 3.5% will take place on June 1, in accord with earlier labor contracts, and a flat increase of Fmk 0.16 in hourly rates will take place on Jan. 1. Price increases in goods and services will be possible and probable, especially after June 1, but only after careful examination and specific approval by government authorities.

The major responsibility for price and wage controls will be in the hands of a Price and Wage Council composed of representatives of the major economic interest groups.

The volume of industrial production in 1967 increased only about 3% above a poor 1966. With the exceptions of shipbuilding and machinery, about two-thirds of Finnish industry is still running below capacity. A 7% gain in consumer goods and fair improvements in chemicals and producer goods were diluted by another poor year for construction and the forest products industry.

For the current year the outlook is for a volume increase of 4 to 5%, with the greatest rates of growth in the chemical, plastics, oil refining and metal products and machinery industries. Additional growth in some consumer and producers' goods is taking place as devaluation improves the competitive position of domestic manufacturers.

Construction, as the most important of domestic business cycle factors, has been the most depressed sector of the economy and shares with forestry the nation's highest rate of unemployment. As the Government appears to be using all available funds and other means to stimulate the housing industry, there are predictions of a construction pickup during the summer which would have ramifications throughout the country.

Though structural change is difficult to measure, more and more attention and capital is being directed to the strengthening of exports and domestic industrial production not associated with the forest products industry. One indicator is the gradual diversification of industrial exports. There is also a growing tendency on the part of at least the larger industrial firms to set up or expand research facilities and new departments aimed at creating new products or processes.

For the past three years investment has borne the heaviest burden under an economic policy which has sought to correct a worsening balance-of-payments deficit and inflation by stringent fiscal and monetary means. Even where investment funds have been available, private enterprise has been hesitant to undertake new ventures. As a consequence structural change has been hampered, unemployment has reached serious levels and the growth rate of production has fallen.

Last year the volume of private and public investment together declined by almost 2% with respect to a poor previous year. An even greater decline in private investment during the first part of this year should be countered in the final six months with a sharp increase, but it may not be enough to show any increase over 1967.

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Public investment is running a more steady course as a result of an expansion-directed budget for 1968.

Some of the plus factors which should push up the private investment rate during the latter part of this year, and possibly at a higher rate than now foreseen, include the new air of confidence in the business community, the promise of tax reform, which could stimulate industry and make equity financing more attractive to corporations and investors, and the selective release of blocked funds by the Bank of Finland for construction and other priority industries capable of providing productive and permanent employment.

Commercial bank credit, however, will still be kept under careful control through the rediscount ceiling of the Bank of Finland, and there seems little chance that the ceiling will be raised in the near future despite an upward trend in foreign exchange reserves.

Meanwhile, Bank of Finland guidelines for lending institutions continue to encourage through concessionary interest rates the channeling of credit toward a more diversified and competitive industrial structure and away from the forest products industry. Through budgetary channels, the Government is also starting to release funds as part of its program to use export tax revenues for public and, to a lesser extent, private investment.

A principal impediment to greater private investment continues to be the advantages the public sector has in competing for scarce capital. The Government, for example, has just issued a public offering of Fmk 100 million in 8¼% bonds maturing in two years, and they are tax-free. The new issue, however, is not tied to the cost of living as has been the case in previous issues.

Private consumption should grow only about 3.5% this year, as compared to 3.8% in 1967, due mainly to unemployment and increased prices. The high propensity to consume prevented a further drop in consumption, but at the expense of savings. Public consumption, which runs about one-fourth of that of the private sector, is expected to rise only 3% this year as the Government seeks to keep down its expenditures.

Linked as it is to structural problems in industry and agriculture, unemployment is persisting at a serious level and is likely to improve only at a slow pace. In the last quarter of 1967, about 90,500 were unemployed, representing 4.1% of the total labor force. This rate of unemployment constitutes a ten-year record, and compares with 1.7% at the same time last year.

Portugal's stress on agriculture will alter U.S. sales prospects

Irrigation, transport and marketing systems to be modernized; substantial U.S. sales of breeding cattle, feedgrains expected

The Portuguese Government is placing greater emphasis on agriculture in the development plan which has been in effect since January. According to the U.S. Agricultural Attache in Lisbon, nearly 12% of the $4.3 billion programmed by Portugal in the Third Development Plan for 1968-73, includes nearly 12% allocated to agriculture. In the previous development plan, (1965-67), only about 8% of the funds were earmarked for agriculture.

The 1968-73 plan calls for a minimum yearly growth rate of 3% in agriculture, compared with the present rate of about 1%.

Funds allocated over the six-year period of the plan to ten sectors of the national economy are shown in the accompanying listing of total planned investment.

Agriculture, which ranks fourth in amount of allocation, will benefit to a greater extent than this standing indicates, however. It will also profit directly or indirectly from investments in other sectors.

Money spent for tourist activities, for example, could increase the demand for agricultural produce, as it has in the past. Over two million tourists visited Portugal during 1967, creating a sizable market for high-quality foods.

Total planned investment 1968-73

Area	Allocation (Million U.S. dollars)
Industry	1,090.2
Transportation, communication, weather	948.2
Energy	616.2
Agriculture	511.0
Tourist activities	414.8
Housing and urbanization	281.8
Education and investigation	197.5
Rural improvements	100.8
Health	81.8
Fishing	64.5
Total	**4,306.8**

Funds allocated for the industrial and energy sectors will finance expansion of irrigation for agriculture; funds to be spent on improved transportation, handling, and distribution systems for various Portuguese products will help solve a major agricultural problem—the burdensome and inadequate marketing system, which includes an extremely large number of intermediaries, resulting in increased product prices for the consumer but no advantage to the producer.

As shown in the table on agricultural allocation, nearly one-fourth of the funds to be allocated to agriculture under the present plan will go to develop livestock and forage. Portugal imported about $12 million worth of meat and dairy products in 1966, and preliminary data indicate higher imports in 1967.

The government is encouraging large imports of beef and dairy breeding stock as replacements for low-producing animals. Greater beef and dairy production will result in increased demand for feedgrains, high protein meals, and inedible tallow.

Portugal's imports of feedgrains, mainly corn and grain sorghum, reached 350,000 metric tons in crop year 1966, more than double imports in 1965. The United States supplied 56% of the feedgrain imports. In the past two years the United States has also become a larger supplier of soybean meal and tallow.

Portugal purchased 2,000 head of U.S. Herefords in 1967; further imports of U.S. beef and dairy breeding stock are forecast for 1968. The Department of Agriculture's Foreign Agricultural Service —in cooperation with the American Hereford Association, Holstein-Friesian Association of America, U.S. Feed Grains Council, U.S. Soybean Council, National Renderers Association, and U.S. swine breeders—is assisting Portuguese agricultural officials in livestock improvement through the use of both high-quality breeding stock and properly balanced rations.

Forestry ranks second in amount of agricultural funds allocated. Portugal has beautiful forest and beach camping areas, and rural recreation will play a major role in overall development during the present plan period. Increase of fishing, hunting, and recreational areas for tourist encouragement will not only increase income in rural areas but will assist in soil, water, and natural resource conservation, and thus aid agriculture.

Irrigation funds from the agricultural allocation will be used for land preparation and water-distribution systems. The plan calls for the eventual irrigation of approximately 420,000 acres in the Alentejo area southeast of Lisbon, at a total cost of $184 million. Tentative plans also call for central vegetable and forage dehydrating plants to be established in the Alentejo area.

Agriculture accounts for about 14% of the GNP, 43% of total export value, and 21% of import value. About 35% of the population is rural—a decrease from 47% in 1950. Today, agriculture faces a loss of still more workers, increasing labor costs, and total production costs that are rising more rapidly than farm prices.

Although per capita food consumption of continental Portugal is one of the lowest in Europe, rapid industrial development and an increase in urban population are bringing strong pressures for improved living standards, including a better diet.

Agricultural allocation 1968-73

Item	Amount (Million U.S. dollars)
Livestock and forage	121.0
Forestry (includes hunting and fishing)	65.7
Cereal production	63.2
Agricultural improvements	50.1
Agricultural mechanization	32.2
Irrigation works	31.3
Improvement of irrigated areas	26.4
Agrarian studies	16.8
Grape & wine production	14.8
Horticulture	11.6
Acquiring of equipment	8.1
Cooperative development fund	4.2
Plant protection	4.0
Animal health	3.5
Agricultural extension	2.0
Economic studies	.6
Basic studies	.4
Olive production	.4
Other	54.7
Total	**511.0**

Austrian upturn came sooner than expected; nation offers to make Kennedy Round cuts early

Stress on investment projects could lead to higher purchases of U.S. goods; consumer items also offer better prospects

An upturn in Austrian economic activity, anticipated by mid-1968, emerged somewhat earlier than forecast, according to the latest Economic Trends Report submitted by the U.S. Embassy in Vienna. Economic indicators available show industrial production increasing, domestic demand strengthening, foreign trade increasing, and a sharp but belated drop in seasonal unemployment.

Domestic demands and imports were at a high level in January as a result of purchases and orders aimed at avoiding effects of the increase in turnover and border taxes which became effective Feb. 1. However, contrary to expectations, demand and sales showed a further small rise in February. Net tourism receipts were up sharply although purchases of foreign currency for travel abroad were very high.

The current upturn, particularly if supported by private decisions to increase investment in fixed assets, may lead to higher purchases of U.S. equipment and machinery.

Imports increase

Imports from the U.S. during the first quarter of 1968 were 14.3% above the same period of 1967. Most of this rise undoubtedly resulted from early ordering to avoid February increase in border taxes; however, growing production in certain branches of industry such as chemical products and electrical equipment could favor additional imports of U.S. basic chemicals and machinery components.

Further, the increase in consumption expenditures may increase market possibilities for U.S. consumer goods.

The probable decline from an excellent to an average crop may increase import requirements of feedgrains. Since field crops in neighboring countries are also being affected by lack of moisture, U.S. exports of feedgrains to Austria may increase.

Austrian exports rose during the first months of 1968 even more steeply than the high rate recorded last year, and in February and March were 10% and 14% higher than in the same months of 1967.

Exports to EFTA countries were very high, especially to England and Denmark, but this was due largely to stocking in advance of restrictions arising from measures in those countries to redress balance of payments problems.

Exports to the Common Market area and particularly to Germany are buoyant and reflect the recent upsurge in the German economy. It is doubtful that the large increase in exports is sustainable at the level recorded thus far, however, Austria is intensifying efforts to promote exports.

Imports in 1967, though exceeding exports, registered a small decline over the 1966 volume but showed a rise in the last months of the year. The present year began with a heavy surge in imports as purchasers took action to beat the deadline on border and sales tax increases which became effective Feb. 1. Imports continued to rise moderately in February but declined in March to a level nearly 7% below that of March 1967.

Although the level of imports can be expected to rise along with the increase in domestic economic activity, it is difficult to judge whether they will increase faster than exports.

The success of Austria in promoting its exports depends in part on a continued high level of accelerated economic activity in the countries comprising the market for Austrian goods; conversely, the level of imports rests on the rate of economic growth in Austria and the effects on the level of demand.

The first round of tariff cuts agreed to in the Kennedy Round negotiations was placed in effect by Austria Jan. 1. Austrian concessions included reductions of up to 50% on petroleum and petroleum products, chemicals, plastic materials, rubber goods, machinery and technical equipment, electrical machinery and equipment, and musical instruments.

Some of these goods are of major interest to U.S. suppliers to Austria. Main imports from the U.S. last year included machinery and equipment, and basic chemicals. However, the first tariff cuts by Austria had no significant effect on U.S. exports because many U.S. products exported to Austria had already benefited from prior unilateral tariff reductions which were charged fully against the Kennedy Round concessions.

Austria is prepared to join other countries in placing in effect additional tariff cuts earlier than scheduled and allowing the United States to make its cuts as scheduled, or possibly delay the effective date of the second portion of tariff reductions. This would be part of an effort to help the U.S. improve its trade balance and an alternative to unilateral measures by the United States. The second round of Austrian tariff cuts are expected to be of greater value to U.S. exporters. Estimates based on 1966 U.S. exports to Austria indicate that they would relieve U.S. deliveries of a duty burden totaling approximately $800,000 (0.8% of import value).

These tariff reductions will mainly benefit U.S. exports of certain chemicals, rubber products, paper goods, outboard motors, mechanical loaders, certain types of industrial machinery, lawn mowers, pneumatic hand tools, chain saws, vending machines, bearings and couplings, tractors, some electrical supplies and communication equipment.

Measures by the government in the field of industrial policy to encourage industrial investment, to reorganize nationalized industry, and to further introduction

Factors in trade

Some Austrian trade policy elements, such as border tax increases and protectionist aspects of marketing laws, and an expansion of the volume of bilaterally balanced trade with Eastern Europe will tend to constrain the expansion of U.S. exports to Austria. However, opportunities for increasing U.S. sales to Austria and expanding mutual economic/commercial relations are furthered by government measures to encourage industrial investment and promote modern technological and managerial methods, implementation of Kennedy Round tariff reductions, and the potential participation of U.S. interests in expanding East/West trade.

of modern management techniques may offer increased opportunities for sales of U.S. sophisticated machinery, control equipment, and technological and managerial know-how.

Further, there may be increased interest by Austrian enterprises in joint ventures and the possibility of evolving some form of participation or partnership with U.S. firms which could avoid the need for an outflow of dollars and the resulting adverse impact on the U.S. balance of payments. Such an arrangement might call for U.S. participation in the form of managerial contribution and marketing development and know-how, furnishing of processing in the United States or of U.S.-made components in joint production, and joint efforts in third country markets.

This might offer U.S. firms expansion possibilities in terms of additional production facilities, increased sales of own products, and facilitate market penetration of certain areas where an Austrian presence enjoys a higher degree of acceptance.

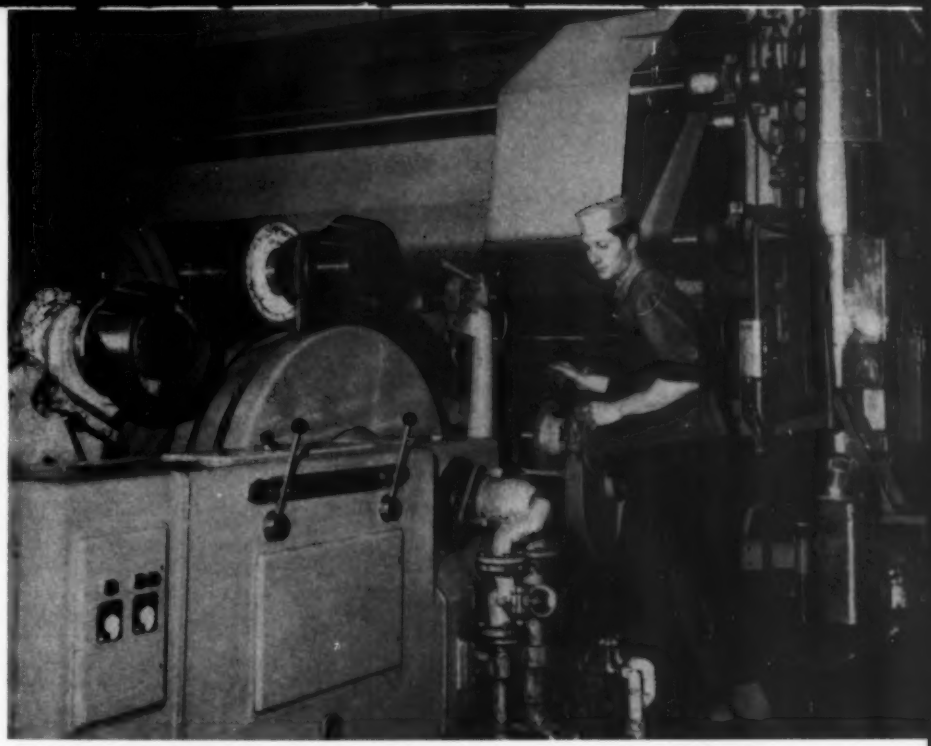
Some arrangements of the above nature also might be of interest to U.S. firms contemplating expansion of commercial relations with Eastern Europe. Austrian trade policy is moving towards complete liberalization of its trade with Eastern Europe. The continuing expansion in the volume of this trade, together with pressures to abolish existing bilateral payments arrangements, offers a potential for closer cooperation between U.S. and Austrian interests in East-West trade.

Now that intra-EFTA tariffs are eliminated, no additional trade diversionary effects possibly adverse to U.S.-Austrian trade are expected other than those which may emerge gradually as trade expands.

Austria's application for an arrangement with the Common Market is not expected to bring concrete results which would discriminate against American products in the near future. On the other hand, increasing imports into Austria of goods produced by European-based affiliates or subsidiaries of U.S. firms tends to reduce potential volume of direct U.S.-Austrian trade.

The upturn in economic activity is not consolidated and shows some weak spots. Further increase in scope and strength will hinge in large measure on the stimulating effect of the government's release in March of half of the contingent investment budget in generating self-sustaining expansive forces.

Investment decisions of private business may be revised upward quickly in response to increasing consumer spending, inventory restocking, and the psychological effects of accelerating economic activity in Austria's major Western European trading partner countries.



MACHINERY AND EQUIPMENT were among Austria's main imports from the United States last year. Above, at the Nettingsdorfer mill, worker is at machine producing coarse paper. (World Bank photo)

Overall industrial production is above the 1967 level. The consumer goods industry in February produced 12% more soft goods and 14% more durable goods than in February 1967. Basic materials production was up 5% (crude steel 3%), but production of investment goods was flat. Branches of industry suffering structural problems, particularly mining, foundries, leather, and textiles show a continued decline.

In contrast to pessimistic evaluations at the end of 1967 that the gross national product would increase by only 2 to 3% in 1968, it is now thought that the government's earlier assumptions of a growth between 3 and 4% will be realized. This compares to a growth rate of 2.5% achieved in 1967.

Most wage contracts negotiated in the fall of 1967 became effective in the spring and contributed to an overall rise in wage levels; however, wage rate adjustments reached were smaller than in prior years and reflected a measure of agreement among management, labor, and government on an incomes policy.

Prices of many goods have increased due to higher wage costs and increases in turnover taxes and border taxes. The consumer price index at the end of the first quarter was 2.5% higher than the first quarter of 1967.

Labor leaders are following a moderate course. Basically, they are more concerned with maintaining full employment and preserving past gains than with pushing exorbitant demands which would add significantly to inflationary pressures.

Since most major wage contracts do not come up for renegotiation until late fall, labor probably will continue to support various measures the government is introducing to further economic growth and correct cyclical and structural difficulties. At the same time, notice has been served that labor intends to protect itself against inroads through tax increases on the level of disposable income.

The Austrian Government's new economic program aims to promote concentration of industry and business (which, with a few major exceptions, consists of small to tiny establishments), to stimulate competition and further introduction of more modern industrial management, and to reorganize nationalized industry.

A number of measures affect industrial investment. Proposals provide for the establishment of a special industrial investment bank, a guarantee fund for credits to small and medium-sized enterprises, equity participation, a development and modernization fund, and encouragement of financing of larger projects by consortiums.

The government is implementing some of the measures and is formulating enabling legislation needed for portions of the program.

COLOMBIAN IMPORTS of commodities such as the wheat shown here being unloaded and bagged at the Port of Santa Marta are expected to rise by close to 25% during 1968. (World Bank photo.)

U.S. suppliers should benefit from Colombia's 25% increase in import licensing allotment

International agencies endorse nation's economic policies and performance; major projects will bring U.S. sales openings

Colombia appears to be on the verge of an economic upturn, and U.S. suppliers are in an excellent position to benefit from it, according to the latest Economic Trends Report submitted by the U.S. Embassy in Bogota.

With the government scheduling a 25% increase in reimbursable import licensing in 1968 there is going to be more buying by Colombian importers this year. Demand is strong, and expanded opportunities exist for the U.S. supplier.

However, the U.S. exporter has to recognize that he faces very tough international competition, not only from traditional European and Japanese suppliers but also from the LAFTA countries, which enjoy tariff concessions, and from countries with which Colombia has bilateral trade agreements. Having a favorable balance with most of those latter countries, the Colombian Government is interested in encouraging imports from them.

The U.S. exporter should vigilantly search out the trade opportunities and give closest attention to his competitive position with respect to prices, credit terms and delivery time.

The Colombian Government appears to have a good political base for pushing ahead with its legislative program and its economic/social policies. National planning has been emphasized and will doubtless continue to be prominent in the government's approach to the country's problems.

Stability in both the economic and political spheres seems assured for the immediate future, with conditions favorable for economic development activities. Relations between the U.S. and Colombia should continue close and harmonious.

There are a number of major infrastructure projects in progress or about ready to go as soon as international financing is secured. The government is emphasizing economic development programs, and it has a series of loan applications before the World Bank and the Inter-American Development Bank. Quite probably, a fair number of the credit requests will be approved in coming months.

Equipment opportunities

There are or will be opportunities for supply of equipment for electric power plants and grid interconnections, water and sewer systems, railroads, telecommunications, highway construction and similar projects. Interested companies are advised to maintain liaison with the U.S. Department of Commerce, the World Bank, the Inter-American Development Bank, and commercial banks to keep abreast of developments.

In the wake of the U.S. capital control measures announced on Jan. 1, U.S. investors will be giving heightened attention to investment possibilities in the less developed countries. Colombia merits a close look because of its relative economic and political stability, its traditional respect for contracts, its diversified resources, and its growth prospects.

Achievement of Andean subregional integration would also materially expand the scope for the zonal producer, offering the possibility of market planning for a whole subregion.

The general limitation of a maximum annual profit remittance of 10% was a discouraging factor for some potential investors. However, the government in mid-March raised the remittance maximum to 14%, across the board as of Jan. 1, 1968. It noted at the time of this modification that the government desired to continue its policy of facilitating the entry of foreign capital.

Also, investors should take note that the Colombian Government is prepared to entertain requests for a higher profit remittance percentage for particularly desirable development projects, or those involving long-term pay-out or unusual risk.

The local business community had hard adjustments to make in 1967 under the Government's comprehensive foreign trade and exchange controls. Those adjustments have largely been accomplished

Regional market

The Andean countries (Colombia, Bolivia, Chile, Ecuador, Peru and Venezuela) are making progress toward creation of a regional common market. Colombia is a particularly vigorous proponent of subregional economic integration. Agreement was reached in February on the constitution of an Andean Development Corporation, which is to have an authorized capital of $50 million. The agreement has still to be ratified by the Andean Governments.

A group of experts has just completed a draft Andean integration agreement that, among other things, provides for automatic tariff reductions for intrazonal trade, a common external tariff, and multinational enterprises. Various industrial complementation agreements are expected to be negotiated this year, including petrochemicals, chemicals and automotive parts.

now. Domestic sales, in recession for much of 1967, began to pick up towards the end of the year—not for all products but for many, especially soft goods. While guarded, a note of business optimism is increasingly being heard.

Notwithstanding the low import licensing level last year, factories were not forced to curtail production for lack of imported raw material supplies. The government plans a much larger licensing level this year.

In recent months international entities have given commendatory reviews of Colombia's economic policies and performance. Prospects appear favorable for important new credits from international credit agencies for economic development projects.

Domestic prices are holding relatively stable within the historical Colombian pattern—a 7% rise last year in the cost of living index in contrast to 13% in the preceding year. Government authorities anticipate roughly the same measure of price stability in 1968. Wage increases have likewise been restrained in recent months.

Because of improvements in its international reserves position—and with continued foreign financial assistance—the government considers it possible to budget a higher volume of imports this year. In 1967 it granted $422 million of reimbursable import licenses. For 1968 it announced plans to license a total of $531 million of reimbursable imports.

The licensing program is to have a progressive buildup: $40 million each for the first three months, $45 million each for the next six months, and $47 million each for the final three months of the year. This new level of reimbursable imports is needed, and perhaps still more, in order for Colombia to achieve a high growth rate.

Moreover, imported supplies are currently at quite modest levels following a year of restrictive import licensing and drawdown of inventories.

Approvals for foreign exchange purchases for profit remittances—and also for royalty and service payments—appear likely to speed up in coming months.

Extensive documentation requirements have caused a potential backlog of capital market payments. However, various companies have recently completed their documentation, and approvals for capital registration, royalty and service agreements have been received by a number of major companies.

Being concerned about its reputation in international capital and credit circles, the Colombian Government can be expected promptly to approve the exchange license applications once the documentation is presented to the Exchange Office's satisfaction. In the meantime some increase in dividend remittances has already occurred.

The certificate exchange rate, which moves flexibly in accordance with supply and demand, had reached 16 pesos per dollar by mid-March.

Credit tightening seen

Domestic bank credit will probably get tighter. The monetary authorities raised commercial banks' reserve requirements to record levels in the first quarter of 1968—a measure taken to slow down the expansion in the means of payments, which rose 22% in 1967. In view of the Government's strong concern about the inflationery dangers of excess money in circulation there seems small likelihood of any major reduction in prior import deposits.

Export prospects appear reasonably good for the months immediately ahead. The international coffee price has been holding firm—even showing some tendency to strengthen. Agreement reached in February for renewal of the International Coffee Agreement improves the outlook for stability in world coffee trading.

Petroleum production and exports are at present on a moderate decline. However, a government measure last November to improve the exchange rate for the private petroleum industry promises to bring forth renewed investment interest, more active exploration, and, ultimately, more oil discovery and production. Also noteworthy is the promise of a major increment in crude oil output late this year when, upon completion of the $50 million pipeline to the Pacific that is now in construction, the Texaco/Gulf wells in Putumayo go into production.

Minor exports (everything but coffee and petroleum) rose 20% last year; the Government has set a target of a further increase of about 20% for 1968. Achievement of the goal may require additional Government incentives for minor exports.

This is a process that favors public investment and development of selected priority areas such as agriculture and housing, but it squeezes the financing availabilities for the private sector—at least in the beginning stages.

Inter-American Bank, Alliance committee to work together on planning basic projects

President Johnson's recent proposal to speed development of Latin American Infrastructure has brought immediate action from the Inter-American Development Bank (IDB) and the Inter-American Committee for the Alliance for Progress (CIAP).

The two groups will work together to develop a five-year plan and an Action Program for Physical Integration projects in Latin America. A working group, composed of high-level officials in the fields of economic development and integration and headed by a distinguished Latin American, will also be established.

The proposal, made by the President at a White House ceremony marking U.S. ratification of OAS charter reforms, recognizes that many purely physical hurdles must be overcome in Latin America before full economic integration can take place. It is also a renewal of the pledge made in last year's Declaration of the American Presidents to lay the physical foundations for Latin American economic integration through multinational projects.

The working group study, to be presented to the IDB by Dec. 31, 1968, will deal primarily with transportation, power, communications, and pipelines. It will also consider the problems of participation in hemisphere physical integration by the relatively less developed nations and those lacking direct access to the sea, and will outline resources needed both for the initial five-year period and for full execution of the projects.

Shift to producer goods imports in Ceylon market should provide greater scope to U.S. suppliers

Though U.S. is already third-ranking import source, its share is small; most sales are made under AID, PL-480 programs

Although it is expected that Ceylon's economy will continue its modest growth, the extent of economic relations between the United States and Ceylon will depend largely on trade developments. This is the conclusion of the latest Economic Trends Report submitted by the U.S. Embassy in Colombo.

The United States has been Ceylon's third best customer for the past several years, accounting for about 8% of Ceylon's exports, and no basic change is expected in this situation.

On the other hand, Ceylon's imports from the United States are small, and the increases in 1966 and 1967 were in direct proportion to the receipt of AID-financed imports. Thus, commercial exports from the United States to Ceylon have remained static over the past several years.

It is likely that the major portion, if not all, of AID-financed exports will be made under the PL-480 program.

Best chances

Little growth is expected in Ceylon's imports over the next year. However, as the Government succeeds in gradually shifting from consumption goods to intermediate and investment goods, it will provide greater scope for American exporters.

The areas which appear to offer the greatest opportunities are machinery and equipment for light industries, vehicles, farm machinery and equipment, and agricultural chemicals.

However, American exporters will continue to face severe competition in these fields. In Ceylon, price and credit considerations are particularly important, certainly more so than quality considerations, and many competitors of American firms are able to quote lower prices, aided in part by lower freight rates, and more favorable credit terms, often aided by government schemes.

In addition, because of their historical ties with Great Britain, the Ceylonese are generally oriented toward British goods.

Certain Middle East and Eastern European countries will continue to press Ceylon to expand bilateral trade, or at least to increase imports from their countries as the price for their importing from Ceylon. However, it is unlikely that these efforts will result in any marked change in the present trade pattern.

Similarly, although the Government has shown some interest in the possibilities offered by various schemes of regional economic cooperation, no concrete steps are expected over the next year.

While the United States is Ceylon's third best customer, U.S. exports to Ceylon have remained low for many years. Increases in U.S. exports in 1966 and 1967 were in direct proportion to receipts of AID-financed goods.

The most promising fields for expanded U.S. exports to Ceylon are machinery and equipment for light industries, vehicles, farm machinery and equipment, and agricultural chemicals. U.S. exports will continue to face strong competition on price and credit terms.

Some investment opportunities exist, both in technical and financial collaboration, but greater efforts will be required by the Government in defining areas where foreign capital is desired and in assisting potential investors to obtain information and satisfy administrative requirements.

Exchange shortage hurts

The severe shortage of foreign exchange will undoubtedly continue to be the most serious limiting factor in Ceylon's development. Export earnings are expected to remain relatively static because of declining prices for traditional exports and Ceylon's inability to develop new foreign exchange earners over the short run.

The Government is expected to continue its efforts to increase the pace of import substitution, particularly in the field of agriculture, where considerable progress has already been made.

In 1967 Ceylon again ran a deficit in its foreign trade. According to Central Bank trade payments data, imports declined marginally from the 1966 level, and export earnings dipped slightly below the depressed level of 1966 to the lowest amount in ten years. Ceylon's terms of trade, which fell by 13% in 1966, declined by another 9% in 1967 (from 76 to 69 on a 1958 base of 100).

The trade outlook for 1968 is not bright. The Government expects a slight increase in import expenditures and 4% decline in export earnings. Although the volume of tea and rubber exports is expected to rise, no price improvement is likely. Coconut prices may rise, but export volume will probably be reduced.

For short run

An export bonus voucher scheme has been in operation for a little over a year in an effort to promote the export of nontraditional items. Although the scheme has been moderately successful, it is unlikely that significant alternative foreign exchange earners will be developed over the short run. The two most promising fields are tourism and gem exports.

Ceylon's economy achieved a substantial increase in output in 1967, with gross national product (GNP) and real per capita GNP registering increases of 5% and 2% respectively. The improvement was the direct result of gains in the domestic sector, where the output of agriculture for local consumption jumped by 19% and the industrial sector continued its upward move.

On the other hand, the export sector was hampered by a slight drop in the production of Ceylon's three major export items—tea, rubber, and coconuts—and by a continued decline in export prices. It is likely that there will be a repeat performance in 1968, with a decline in exports more than offset by increased output in the domestic sector, so that the target of a 5% increase in GNP may be achieved.

Paddy production, which reached record levels and yields in 1967, is expected to increase further, as is the output of subsidiary foodstuffs.

On the industrial side, the performance of public industries is expected to improve as more projects come into operation, while increased allocations of foreign exchange should result in greater utilization of capacity and greater output by private industry.

Private industry has shared in the general increase, but it has consistently operated below capacity. The most serious

limiting factor has been the shortage of foreign exchange. The Government has indicated its intention to increase foreign exchange allocations to the private industrial sector in 1968, presumably with a view, *inter alia*, to increasing the supply of consumer goods before the next election. Although legislation is expected to expand the activities of the Industrial Development Board, formed in 1965 but relatively inactive, it is unlikely that this will affect the industrial sector significantly over the next year. There will probably continue to be a modest inflow of foreign capital into the private industrial sector, primarily for consumer goods industries, but in terms of increased output the effect is expected to be slight over the next year.

Developments in agriculture, which accounts for a sizable share of GNP and for well over 90% of export earnings, in large part provide the key to the performance of Ceylon's economy. Production in the agricultural export sector was disappointing in 1967. The volume of output of the three main crops—tea, rubber, and coconut products—declined by 3%, although within that group rubber output rose by 9%. The outlook is for a resumption in 1968 of the steady but modest rise in production in the export sector.

The Government also is expected to continue to limit increases in the money supply and in the extension of commercial credit. Prices have risen, particularly since devaluation, and this trend will presumably continue, although at a modest pace. Labor agitation is expected.

Industrial statistics are incomplete and it is difficult to generalize. However, it is clear from indicators that industrial production has continued to increase from its relatively small base over the past several years.

The Government's policy is one of welcoming foreign private investment and providing various incentives. However, in addition to the small size of the market and a certain amount of political uncertainty, greater efforts will be required by the Government in defining the areas in which foreign capital is sought, in informing potential investors of Government regulations and procedures, and in reducing the considerable administrative hurdles that must be surmounted by foreign investors. This situation should improve with the issuance by mid-1968 of a number of guides to investors by the Industrial Development Board.

There are a number of Ceylonese firms seeking foreign partners, often for technical collaboration instead of or in addition to financial collaboration. Local capital is generally available for viable projects, but the availability of foreign exchange for future requirements remains an uncertain element.

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Some improvement

Ceylon's foreign exchange position improved somewhat during 1967, largely through drawings from the International Monetary Fund (IMF) and other aid receipts. However, in relation to Ceylon's import requirements, reserves remain at very low levels, and little improvement is expected. The level of resources will depend on such factors as export earnings (a slight drop is forecast), aid inflows (probably somewhat increased over 1967 levels), and payments arrangements with the IMF.

External debt increased in 1967, and in all probability this trend will continue in 1968 through further aid and suppliers' credits. Although Ceylon's external debt service ratio has remained well below 10%, the external debt burden gives cause for some concern because a fairly steep increase in repayments is projected over the next few years, although the effect will depend in part on arrangements made between the Government and the IMF.

Although the money supply increased by 9% between the end of 1966 and the end of 1967, the average monthly level increased by only 3%.

Commercial bank credit expansion was marked in 1967, but it was the result in part of a sharp rise in bank holdings of Government import bills and in part of increased loans to the private sector and corporations, which was offset by a corresponding increase in time and savings deposits.

The type and purpose of credit provided by the commercial banks has been subject to various direct and indirect Government controls, credit for stock holding being restricted while that for development projects is encouraged. There are state institutions which provide credit, but their resources are fairly limited.

Consumer imports limited

On the import side, Ceylon's Government has endeavored, with some success, to limit the share of imports of consumption goods in comparison with intermediate and investment goods. The Government will undoubtedly continue to press this policy. Recently there has been speculation that the Government will introduce measures designed to reduce the extent of import controls and permit greater functioning of the market mechanism, probably through an extension of the export bonus voucher system.

In view of its close cooperation with the IMF since 1965, the Government may be expected to limit increases in the money supply and commercial credit to moderate proportions.

Similarly, although the Government's budgetary deficits have increased over the years, the Government has limited the extent to which its covering of the deficits has been inflationary by domestic borrowing from non-bank sources and by foreign aid receipts and, again because of its relations with the IMF, the extent of inflationary deficit financing is expected to remain modest.

The report of the Taxation Commission, which was published in April, calls for many revisions in Ceylon's tax system. The main thrust of the recommendations is to decrease direct taxation and to increase indirect taxation. Although the Government will probably be reluctant to institute many measures in this direction, some of the Commission's recommendations will probably be incorporated in the tax proposals of the Finance Minister's budget speech in July.

It is clear from the price index and other indicators that prices in 1967, particularly after the devaluation in November, edged upward. The government will maintain price control over certain items and possibly extend it; however, demand pressures are expected to push up prices above 1967 levels.

In view of the recently-concluded collective bargaining agreement between the largest urban union and the majority of the private firms, which runs until 1971, the labor scene is expected to be relatively peaceful insofar as urban private business is concerned. On the other hand, the unions in the public sector will presumably continue to press wage demands.

Libya zooms ahead on oil

U.S. export performance less than impressive, despite second rank as supplier

The Libyan economy is in such a complete state of effervescence that it almost defies analysis. Trying to find out what is happening by following the key indicators is like trying to follow the New York Stock Market from Sioux Falls on those occasions when the ticker is running an hour late.

But in this case, the indicators are running months late and are often unreliable when obtained, according to the latest Economic Trends Report submitted by the U.S. Embassy in Tripoli.

Almost every sector of the economy is expanding. The per capita GNP has advanced over 40% in a year, but at current prices. During the same period, the cost-of-living index has advanced nearly 20%, and shows signs of an even more lusty pace since the beginning of 1968. The money supply has risen by over half and imports are expanding at an annual rate which now exceeds 20%.

Despite the June crisis, the consequent market dislocations and stiffening competition from European and bloc countries, new petroleum finds and explorations provided sufficient thrust to enable the United States to maintain its share of the Libyan import market during 1967.

Libyan trade statistics for 1967 showed that the United States with 12.6% of Libyan imports has regained second place as supplier to Libya, moving ahead of the United Kingdom (10.9%), West Germany (7.8%) and France (6.1%); Italy retains its overwhelming first place lead with 28.7% of the import market.

Total Libyan imports for 1967 amounted to $476.1 million, a 17.6% increase over the 1966 level. Imports for the petroleum sector more than doubled over 1966, reaching $89.3 million and reflecting the return to drilling and exploration activity. In contrast, however, to the impressive 41% increase in non-petroleum sector imports registered in 1966, 1967 experienced only a 6.1% increase.

The dollar value of imports from the U.S. rose to $59.8 million, enabling the United States to maintain its percentage of the market. A sharp drop in non-petroleum related U.S. exports from $26.6 million in 1966 to $19.6 million in 1967 was more than offset by an equally sharp increase in petroleum industry purchases from the United States, $40.8 million in 1967 as against $24.1 million in 1966.

Although exploration and drilling activities are expected to continue throughout 1968, providing continued support for U.S. exports, the Embassy continues to emphasize increased exports in the non-petroleum sectors.

Less impressive

From these figures, it can be seen that the performance of American business in Libya has been much less impressive than it first appears and than it should have been. Of nearly $60 million in imports, less than $20 million were to the commercial market. Fully two-thirds of these imports were sales by American companies to American companies. If imports to the petroleum sector are subtracted, the United States loses its impressive second place and drops far down in the list of exporters to Libya.

With the greatly improved business climate and as petroleum revenues make themselves felt throughout the Libyan economy, a wider range of export opportunities are available. Increased consumer demand and the developments occurring in agriculture, housing, education, medical care, communication and leisure time offer lucrative markets.

U.S. attempts to siphon off a greater part of these markets can be productive, as demonstrated by the success of the U.S. Exhibition in the Tripoli International Fair 1968. Exhibitors of U.S. consumer appliances, office machinery and agricultural equipment enjoyed outstanding sales.

In this connection the Embassy considers a systematic introduction of new U.S. products as essential to increasing the U.S. share of the non-petroleum related market. And, because the Embassy has found the U.S. Exhibition in the Tripoli International Fair as the most effective and least expensive vehicle to accomplish this, it has recommended participation in the 1969 Fair.

American business to date has shown itself unwilling to make the necessary effort to penetrate the Libyan market.

Development outlays

The one-year interim development budget for 1968-69 calls for expenditures of $245 million during the year. Although the U.S. Embassy has no details on the new Five Year Plan which is supposed to go into effect on Apr. 1, 1969, yearly expenditures under it can be at least as large as those for the current year.

Development offers scope for both exporters and contractors. The largest expenditures will be in the fields of communications, public works, education (schools, equipment), public housing and agriculture (including fertilizers and agricultural machinery).

The Embassy can supply detailed breakdowns of sections of the development budget for anyone seriously interested.

For both exporters and contractors, the business is here. But they must come and compete for it.

Economic indicators reflect Libyan growth

(All figures, except per capita income, are in millions of dollars)

	1965	1966	1967
Gross national product (current prices)	$722	$1,207	$1,832
Cost of living (1964 = 100)	110	118	138
Per capita GNP	$481	$717	$1,018
Currency in circulation	$94	$87	$167
Exports (f.o.b.), total	$790	$986	$1,168
petroleum	$785	$983	$1,166
Imports (c.i.f.)	$320	$405	$476
U.S. import share	17.1%	12.6%	12.6%
National Government revenues	$462	$633	$966

Representatives of many companies visit here, but invariably for short periods of a day to a week, and often only casually in connection with visits to other countries. They hear encouraging noises while they are here and think all that remains to be done to close large deals is to write a letter or two after they return home. They appoint agents without proper investigation of experience, capacity and other interests.

Business simply cannot be done on this basis. Long and frequent visits are necessary to establish the proper contacts, become familiar with local conditions and cultivate the market. Once an agent is appointed, the American company must remain in close contact with him through correspondence, personal visits and invitations for him to visit the United States.

Construction openings

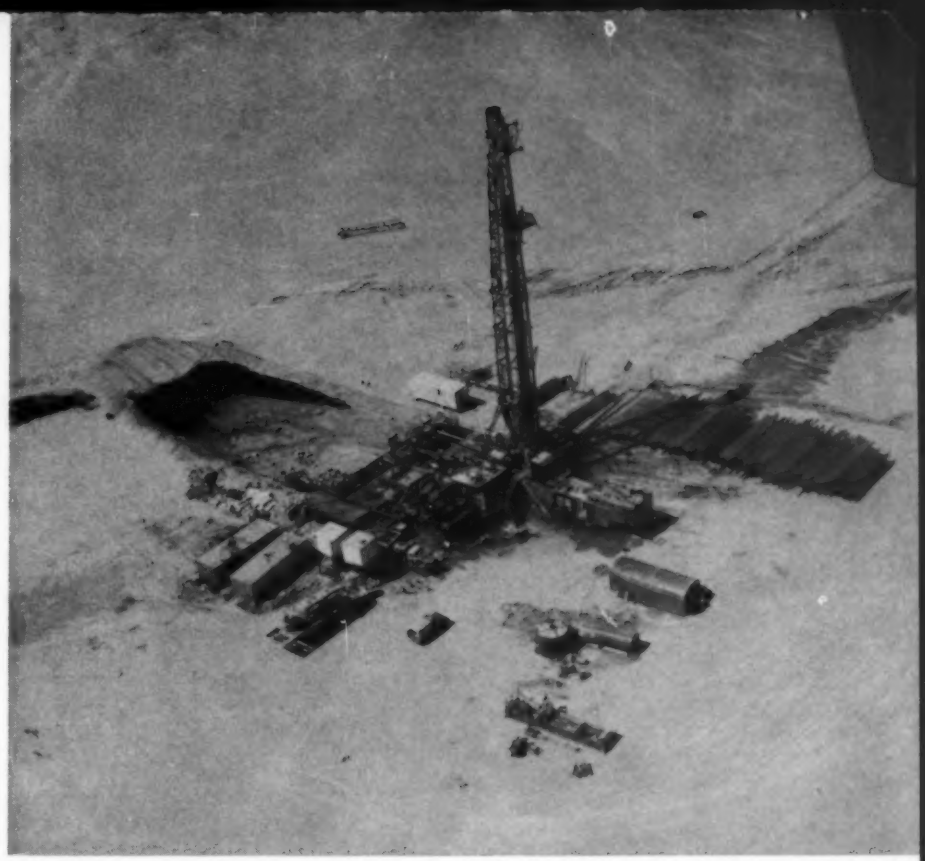
There will be great scope for contracting firms in the next several years as the new development plan gets under way and private construction continues to expand. At present, there is only one American contractor established in Libya, and it has restricted its activities to the petroleum industry. The Embassy is keeping a close watch on all tender calls of possible interest to American firms, and hopes to see one or more American firms established on the ground in Libya in the reasonably near future.

Expansion has brought with it a host of economic difficulties. The most obvious and most serious is a severe and chronic manpower shortage at all levels, but especially at the middle and upper levels of education and training.

Government fiscal policies have been decidedly untidy with the result that working funds have occasionally dropped to near zero and important commitments have had to be postponed. This has led to almost constant pressure on the oil companies to accommodate the Government with advance payments and to increase their contribution.

There is an important and expanding market in Libya for almost all types of consumer products, capital goods and services. West European, Middle Eastern and Communist Bloc countries have been competing heavily and successfully in this market. But American business has shown little interest in the intense, personal type of operation that is necessary. It has been content to rely on local agents and occasional bird-of-passage visits.

The United States could gain a greater share of this market than it currently has, but to gain it is going to require a more serious effort on the part of American businessmen.



BACKBONE OF LIBYAN ECONOMY, oil accounts for over 99% of the nation's exports, and the majority of U.S. imports are purchased by the oil industry. This is a Mobil Oil Libya drilling mast.

The most significant is that for the per capita GNP, which is still provisional for 1967 and might well prove to be somewhat larger than the $1,018 given. In 1967, Libya ceased to be an underdeveloped country, at least under the rather narrow UN definition of that term, since its per capita income was over 25% that of the United States.

In every other sense, of course, Libya remains severely underdeveloped. Specifically, the country exports raw materials and imports most of its finished products; has an unbalanced, one-product economy; has a high level of illiteracy and a low level of manpower skills; has economic institutions and traditions which are inadequate for a modern economy. These are all classic marks of underdevelopment.

Along with its swiftly rising GNP, the country also has a swiftly rising price level resulting in inflation which is wiping out much of the individual economic gains which are being made on paper. The gain in per capita GNP in current terms was 42% (from $717 in 1966 to $1,018 in 1967).

In real terms, however, the gain was only 19% (from $608 in 1966 to $740 in 1967). This is still a healthy gain in a single year, but the operation of the deflator brings it down to much more manageable and believable proportions. During 1967, inflation went along at a rate of 17%.

Although we do not yet have the statistics to prove it, the Embassy believes that the rate of inflation during 1968 has been higher than this and will probably amount to over 20% for the year.

The amount of revenue available to the government has more than doubled since the budget year 1966-67. Revenue from petroleum alone will touch $800 million during the current calendar year and may exceed $900 million during the Libyan fiscal year which ends Mar. 31, 1969.

Effect of June War

A comparison of current economic indicators with those of the previous year would convey the impression that the Arab-Israeli War of June 1967 had no effect on the economy. Indeed, this impression is almost, if not strictly, true. In spite of the suspension of crude petroleum production for a period of four weeks and an embargo on shipments to the U.S., U.K. and West Germany for thirteen weeks, the export of crude for the year was greater than had been predicted. The advance in GNP was also

LOOKING FOR MORE OIL, a Mobil seismic crew drills hole for evaluation of rock structures. Mobil Oil Libya is 75%-owned by Mobil of the U.S. and 25% by the German firm, Gelsenberg Benzin.

greater than would have been predicted a year before.

Thus the June War on the surface does not seem to have cost the Libyan economy very dearly. But this impression is deceptive. We do not know exactly how much the Libyan Government paid in total to those Arab states directly involved in the war. Estimates of payments made before the war to the United Arab Command and to other organizations vary widely.

There was a unilateral grant of some $56 million immediately after the war. At the Arab Summit Conference in Khartoum in July, Libya committed itself to pay $84 million per year to the UAR and Jordan as long as the Israeli occupation lasts. The Government was forced to make a supplementary budget appropriation of $157 million, mostly for defense purposes, in October.

All this unforeseen expenditure put a very severe strain on foreign exchange reserves and led to a serious liquidity crisis. As a result, some civil servant salary payments and pressing current expenses had to be postponed. The foreign exchange holdings of the Bank of Libya fell from $550 million in May to $165 million in January.

The June War was also responsible for a nearly complete halt in economic development programs for several months and was one factor (although not the only or most important one) in postponing the inauguration of the new five year development plan on Apr. 1. There was a good deal of disruption in the commercial life of the country because of suspended shipping schedules and because many important Jewish businessmen and agency holders left Libya.

In summary, Libya has made a remarkable recovery from the events of last June, and now appears to be functioning at a higher level than would have been expected at the beginning of 1967, even if the June War had not taken place. But there were still considerable costs involved in economic, administrative and human terms.

The petroleum industry

Since the discovery of oil in 1957, Libya has been the scene of probably the most rapid development of a petroleum industry of any major producing country. Production began in 1961, and by 1966 Libya replaced Iraq as the seventh largest producer and the fifth largest exporter of crude oil in the world. Only Venezuela, Saudi Arabia, Kuwait and Iran export more than Libya. Annual production averaged 1.74 million barrels per day in 1967 (an increase of 16% over the previous year) and reached a level of 2.2 million b.p.d. by February.

In contrast to the situation in most other producing countries, there are a large number of foreign oil companies operating in Libya. Of the 38 companies holding 136 concessions, 24 are American, 6 German, 3 French, 2 Italian and 1 British, Anglo-Dutch and Spanish. These companies operate in Libya as 28 units, 17 of which are American.

Fifteen of the operating companies export all of Libya's oil. The largest exporters in descending order are Oasis (owned ⅓ by Continental, ⅓ Marathon, ⅙ Amerada and ⅙ Shell); Esso; Mobil/Gelsenberg (divided 65%-35%); BP/Bunker Hunt (50% each); and Amoseas (½ Standard of California and ½ Texaco).

The latest company to join the list of exporters is Occidental, which loaded its first tanker at the end of February. With the entry of Occidental into the picture, over 90% of production is now controlled by American companies.

Towards the end of 1968 the first shipments of natural gas will be made in liquefied form to Italy and Spain. The gas which now must be burned off in the desert will be processed at Marsa Brega by Esso Libya in what will be the largest liquefaction plant in the world.

The industry's increasingly dominant position in the local economy can be seen in many ways. Tax payments to the Libyan Government, for instance, have grown substantially from $6 million in fiscal 1961/62, during the first year of exports, to $393 million in Libyan Fiscal Year 1966/67, and an estimated $560 million in fiscal 1967/68 and over $800 million in fiscal 1968/69.

In the past two years these tax payments have amounted to approximately 75% of total government revenues. These figures do not include tax payments by the specialized contractors which work exclusively or mainly for the oil companies; payments by these firms would account for a very important share of corporate income taxes to the Government.

By law at least 70% of oil revenues must be devoted to development projects. Although the law provides for other sources of financing for the development budget, no other sources have been found necessary. Therefore, the oil revenues finance the development budget in its entirety and a major part of the general budget.

The oil companies' direct contribution in 1965 to economic activity in Libya, including the income received by employees, the oil companies, and the Government was $673 million. In addition, they made a secondary contribution in the form of payments to other companies, mainly service companies, amounting to $275 million. Thus, the oil industry was the source, directly and indirectly, of nearly $1 billion of the gross domestic product in Libya.

Finally, the industry has been by far the major source of foreign exchange for Libya. During the early period of exploration and low production, through 1962, the companies imported into Libya large sums of investment capital to finance expenditures for exploration and development. After deducting from this capital investment expenditures for imports and payments abroad, the companies made a positive contribution to the Libyan balance of payments of up to $108 million in 1962.

In recent years crude oil exports have accounted for 98% of Libya's gross foreign exchange earnings. By 1963 crude oil exports more than financed the industry's foreign exchange expenditures, amounting to $167 million. Net foreign exchange earnings were $288 million in 1964 and $368 million in 1965, which not only satisfied all the industry's foreign exchange requirements but permitted the beginning of repatriation of investment capital.

Thus, since 1957 the industry has made a steadily increasing contribution to the Libyan balance of payments, in the early period by a net inflow of investment capital and since 1963 by sales of crude oil abroad.

Trend to mergers accelerates in Italian chemical industry; imports from U.S. up 15% in '67

Price squeeze is expected to bring changes in industry; private firms account for 85% of investments in research

The most significant recent change in the Italian chemical industry is the increasing awareness of the need to consolidate and expand production facilities in order to match the economies of scale enjoyed by American and other large European manufacturers. The merger of Montecatini and Edison in 1966 was the first decisive step in this direction.

This example was apparently taken to heart by other firms, and subsequent mergers involving a number of major manufacturers of chemical products became one of the important developments in 1967.

At the same time, continued expansion in plant facilities during 1967 caused overproduction in several sectors and a dramatic cut of prices for some products. Regardless of price drops, major producers are going ahead with ambitious plans for new investments.

A tendency toward overproduction of chemical products was typical in all Common Market countries last year. Italian manufacturers are hopeful, however, that demand in the EEC will catch up with expanding supply by late 1969 or early 1970.

Structural changes

The price squeeze and other factors are likely to bring about some additional changes in the structure of Italy's chemical industry in the near future. Depressed conditions in paints and varnishes threaten to force medium-size manufacturers out of business. In the pharmaceutical sector, several hundred small producers may go under as the Ministry of Sanitation tightens up requirements for new product registration.

Private manufacturers are increasing their research activities in practically all major sectors. Total investments in research by all sectors, with the exception of pharmaceuticals, may have exceeded $80 million in 1967. Private firms accounted for roughly 85% of all investments; state corporations, including ENI, did not invest much more than $8 million in chemical research.

By far the major emphasis was placed on applied research (especially product improvement) primarily on mass produced chemicals in the petrochemical, plastics materials, synthetic fibers, paints and varnishes, and fertilizer sectors. In these areas, the amount spent by Italian industry on research—as a percentage of total sales—compares favorably with that spent by American manufacturers. (See related story on page 15.)

However, the one-sided concentration by Italian manufacturers of their research activities on the improvement of commonly sold chemicals probably insures a growing market for newly developed U.S. chemicals with special industrial applications, because of the heavy emphasis now being placed by U.S. companies on pure research and the development of new products.

Chemical imports from the United States increased by over 15% in 1967, notwithstanding the pressure on the Italian market by the large European chemical producers. Imports reached $725 million.

Italian exports of chemicals also rose, but at a moderate rate of 3.9%, and amounted to $685 million. France and West Germany were major customers.

About 62% of total Italian imports of chemicals in 1967 came from the Common Market Countries (in 1966 this percentage was 61). West Germany was the largest supplier, followed by France and the United States.

Principal raw materials imported by Italy for the chemical industry in 1967 (in tons with 1966 figures in parenthesis) were: natural phosphorites (phosphate rock) 1,900,368 (1,876,860), of which the largest supplier was the United States with 923,064; raw sulphur 74,330 (85,463), of which 36,566 came from France and 21,152 from the United States; iron pyrites 1,205,379 (958,486) with USSR supplying 762,430; natural borates 70,752 (73,578) mostly from Turkey; bauxite 542,537 (534,799) mostly from Yugoslavia.

Italian purchases of chemicals from the United States in 1967 amounted to $107.9 million, in spite of stiff competition from Common Market countries. Items imported from the United States included: pharmaceutical preparations; inks, dextrines, glues; essential oils; synthetic rubber; plastics materials; and miscellaneous chemicals such as carbon black, silver nitrate, aluminum oxide, benzene, styrene, acrylonitrile, caprolactam, aromatic polyamines.

Italian chemicals exported to the United States were valued at $29.9 million in 1967. Principal exports consisted of aluminum sodium fluoride, trichloroethylene, dimethyl terephthalate, pharmaceutical products.

The American Selling Price is a bone of contention with Italian manufacturers. On the other hand, there appears to be little if any concern on the part of Italian industrialists about scheduled reductions in tariffs on imports from the United States resulting from the Kennedy Round negotiations. In their opinion, the fact that virtually every major American chemical manufacturer is already located in Italy makes it unlikely that American firms will attempt to take advantage of lower tariffs to undersell Italian products; U.S. firms in Italy prefer to price their products in line with Italian standards. At any rate, increasing production and falling prices insure the continued competitiveness of Italian chemicals.

Sales in the domestic market developed favorably, helped by the increased demand of most of the chemical consuming industries. Demand was particularly high from the synthetic fiber, paper and tanning industries. The metallurgical and mechanical sectors were very satisfactory. The ceramic industry also absorbed more chemicals than in the previous year, while consumption by the glass industry, still under the effect of the slow recovery of the building industry, slipped somewhat.

Basic chemicals

Among the inorganic chemicals, the output of sulphuric acid, synthetic ammonia, and soda ash increased satisfactorily over 1966, stimulated by the domestic and foreign demand. Calcium carbide production dropped again, principally because of the high cost of electric power. Domestic and export sales of chlorine and its derivatives were substantially high, while the marketing of caustic soda presented difficulties because of the reduced demand by some sectors

of the domestic and foreign textile industry. Sodium sulphide production remained at the 1966 level, while sodium perborate and sodium tripoli-phosphate were produced and sold in higher volume than in 1966.

Organic chemical production progressed very favorably, particularly: methanol; formaldehyde; phenol; acetone; aceteldehyde and its derivatives (acetic acid, acetic esters, acetic anhydride); ethylene and derivatives (glycol, etanolammines); and phthalic anhydride. Production of aromatic hydrocarbons, obtained through petrochemical processing, reached new highs. Large gains were also reached in the output and sales of fluor-chlor-methanes, for which there is a growing demand from the aerosol container industry.

Fertilizers

Total output of fertilizers was 3.5% over 1966 production, reaching the new record of 7.3 million tons. The production pattern of the various types of fertilizers varied: nitrogenous fertilizers rose by 7.9% to 3.4 million tons; complex fertilizers rose by 7.9% to 1.9 million tons; however, output of potash fertilizers decreased by 14% to 324,490 tons and phosphate fertilizers were down 5.4% to 1.6 million tons.

In contrast to other chemical sectors, prices remained stable during 1967. The policy of the Comitato Interministeriale Prezzi (CIP) to hold prices stationary (there have been no changes since 1955) is beginning to result in a profit squeeze for Italian fertilizer producers as the cost of freight, labor and raw materials continues to rise, and the fertilizer industry is expected to press for higher prices after the elections.

Fertilizer imports remained low in 1967, whereas total exports amounted to $67.9 million, or approximately 24% of total production.

Pharmaceuticals

The overall value of chemical-pharmaceutical production in 1967 rose to estimated $720 million, or 6-7% over 1966. Prices held fairly firm during the year and an unusually severe flu epidemic during the later months of 1967 gave an additional boost to sales. Major production increases were in antibiotics, piroazolics, isoniazide, vitamin B^{12} and cortico-steroids.

Though profit margins for major pharmaceutical manufacturers are probably more than adequate, producers have recently begun to complain of profit squeezes. The Ministry of Sanitation, which is responsible for setting the price on new products, is now examining manufacturers' costs of production with more care and is consequently tending to push prices below the levels requested by industry. There is concern among producers that the Ministry will force prices even lower in 1968.

There is another peculiar factor which has the effect of depressing prices still further. INAM, the Government medical insurance organ which reimburses drugstores for sales made to Italians covered by the national medical insurance program, frequently refuses to pay the full official price set by the Ministry of Sanitation. Pharmaceutical manufacturers are then forced to reduce their prices to meet the INAM offer or face the loss of their business to competitors who are willing to sell their products for less.

The Government is also stiffening its procedures for registration of new products, and, as a consequence, many small producers may be forced out of the market. Not only will they be faced with narrower profit margins, but they will be forced to meet higher and more costly production standards. As a result of these pressures, several authorities have estimated that the total number of pharmaceutical manufacturers may be reduced from the present level of approximately 900 to around 400 within several years.

The proposed patent law, before Parliament since 1965, failed to gain enactment once again in 1967. In the view of trade sources, there is little possibility for patent legislation until 1971 or 1972, when Italy will be forced to adopt adequate patent protection in accordance with EEC regulations.

Plastics

Production of plastics materials continued to grow in 1967, reaching a new record of about 1.3 million tons from the 1966 level of 1,065,000 tons. Since supply began to exceed demand—not only in Italy but in other European countries as well—prices in a number of product categories began to fall sharply during the second half of the year. Expansion of PVC production in the face of weak domestic demand caused a price drop varying from 15 to 20%. Price of polystyrene fell from the 1966 average of 200 lire per kilo to about 150 lire. As the production of ureal, phenolic and polyester resins increased, prices dropped, but less seriously than in other categories.

Despite falling prices, most major Italian firms continued to produce plastics materials at full capacity. Expanded exports were able to absorb most surpluses, though export prices have suffered as well as domestic prices.

Continued overproduction and lower prices are expected to characterize 1968, and demand in the EEC is not expected to catch up with supply until late 1969 or early 1970. In the meantime, the large producers do not anticipate difficulty in absorbing such losses as do result in some cases. It is expected, however, that some smaller producers, unable to find solutions through mergers, may fail.

As an indicator of long run optimism, Italy's major producers are continuing their programs for plant expansion without interruption. Some notable examples are SIR, S.p.A., which increased its production capacity by about 100% with the recent completion of its Sardinia production complex (so called Sarda Industria Resine), and Montecatini Edison which is going ahead with the construction of a giant cracking plant in Porto Marghera scheduled for completion in 1971 or 1972, which will produce 500,000 tons of ethylene a year (the third largest such plant in the world).

Paints and varnishes

Paints and varnishes remained somewhat depressed in 1967. Total production was roughly 250,000 tons in an industry with a capacity of approximately 350,000 tons. Prices declined on the average by about 5% during the year. Underproduction and declining prices were attributed to slump conditions which persist in the Italian building and furniture industries. Demand for paint from the appliance industry has also steadily declined as plastic increasingly replaces metal strips as the basic material used in construction.

The situation is not expected to improve until 1969 or 1970 when recovery in the construction and furniture industries should give new impetus to paint manufacturers.

One bright spot in the otherwise sluggish industry was automobile paints. The introduction of several new products, including synthetic low-temperature enamels and paints with polyester bases insured a high level of sales to auto makers.

Prolonged slump conditions are expected to eventually force most of the medium-sized companies (with annual sales of $5 to $8 million) out of business, leaving only the very large manufacturers and the very small, family-type operations with low overhead costs.

Exports of Italian paints and varnishes remain relatively limited. At present the industry is making a concerted effort to expand sales in Eastern Europe, but it is feared that these will be one-time sales only. German paints remain popular in Italy and are very competitive with Italian products despite higher prices.

Aluminum complex part of Sardinian development plan

Joint European-Australian effort to build alumina, aluminum plants

In a major effort to develop the economy of Sardinia, the Italian Government has authorized the construction of an alumina plant in the Sulcis-Iglesiente area in the southwestern part of the island.

The plant will be built by Eurallumina, a new company formed by three firms: Alsar, controlled by EFIM, one of Italy's state-controlled enterprises; the Comalco Aluminum Company of Melbourne, Australia; and Metallgesellschaft of Frankfurt. The plant's output will be divided among the three partners.

The project will require an estimated investment in the range of $100 million and will produce initially about 600,000 metric tons of alumina annually. According to some reports it may produce as much as 2 million tons annually by 1979. Initially, the plant is expected to employ 800 people and eventually about 2,000.

Australian bauxite

Bauxite for the new plant will be supplied by Comalco from its reserves in Queensland. In recent years intensive exploration in northwest Sardinia revealed large deposits of bauxite with a reasonable alumina content but with high silicon mixture. It is not known at present whether these deposits will be developed in order to supply Sardinian bauxite to the new plant.

Alsar is planning to build a primary aluminum plant valued at about $120 million near the site of the new alumina plant which, according to reports, will produce about 100,000 metric tons of aluminum ingots annually.

While Italy produces about one third of its requirements of bauxite, it has relied on imports of alumina, aluminum and bauxite to meet its ever-increasing aluminum needs. Italy produced 254,000 tons of bauxite in 1966 and imported 534,800 tons. The country produced 128,000 tons of aluminum ingots in 1966 and imported an additional 63,000 tons of aluminum ingots and alloys in the same year.

Colombian decree seeks to boost mining industry

The Colombian Government recently issued Decree 292, which seeks to stimulate the development of the Colombian mining industry and the domestic processing of raw materials.

Under its provisions the Ministry of Mines and Petroleum is delegated the authority to establish royalties on the mining of base metals (excluding gold, silver, and platinum).

The Decree lists those categories of mining operations which must pay royalties by both minimum annual production level and type of metal concerned. Smaller operations are specifically excluded from the payment of royalties but are covered by other regulatory provisions.

Each mining company must submit a preliminary plan of development, list the amount of processing to be done within Colombia, and give preferential treatment to national needs.

A company will receive an 18-month period in which to complete the mandatory exploration activities before the royalty and other conditions, including a possible title fee, are negotiated. The amount of royalties will be calculated on a graduated 3%-8% scale, depending on the level of operations.

Informal English translations of Decree 292 are available on a loan basis from: American Republics Division, BIC-886; U.S. Dept. of Commerce; Washington, D.C. 20230.

Eximbank credit to help Mexico buy bus components

The Export-Import Bank was one of several signers of agreements establishing $17.2 million of credit in favor of Banco Nacional de Obras y Servicios Publicos, S.A., Mexico, to help finance purchase of U.S. components to make 3,000 buses.

The total cost of the completed buses is estimated at $46.6 million, including local costs of $27.6 million, largely for body and coach work. Of the $19 million of U.S. costs, 10% will be met by cash payments.

In addition to Eximbank's $7.9 million participation in $17.2 million of credit needed to finance the remainder, The Morgan Guaranty Trust Company of New York and Manufacturers Hanover Trust Company, also of New York, will advance $9.2 million. Repayment of the entire credit is to be in 13 semiannual installments beginning in May of 1969, with the first seven installments going to the two commercial banks.

U.S. suppliers of components to be financed by the new credit are General Motors Corp., for 40% of the order, or components for 1,200 buses, and Chrysler Corp. and Ford Motor Co. each supplying components for 900 buses. Assembly will be at the Mexican plants affiliated with the respective suppliers.

The new buses are needed to replace 2,705 currently in use in Mexico City, which are from 9 to 13 years old and require frequent repair. The program will also add 295 new buses to the 6,505 currently in use in Mexico City.

Venezuelan iron plant to buy $50 million in U.S. goods, services with Eximbank loan

The Export-Import Bank has authorized a $50 million Alliance for Progress credit in favor of Orinoco Mining Company to help finance purchases of U.S. equipment and services needed in a high iron briquette plant to be operational in 1970. Additional expenditures of over $30 million will be made in Venezuela.

The Lummus Company of 385 Madison Ave., New York City, and its subsidiary, The Lummus Company-Western Hemisphere, have been selected to provide all of the design and construction engineering services for the high iron briquette plant.

A subsidiary of United States Steel, Orinoco Mining Co. now has an annual iron ore capacity of 15 million tons. Much of this output is purchased by U.S. Steel, but substantial sales are also made to European and other steel producers. The government of Venezuela, through an agreement with Orinoco Mining, has an option to participate in the ownership of the new briquette plant.

The new plant, to be located at Puerto Ordaz, will yield annually one million tons of briquettes containing 86% iron, as opposed to present ore content of less than 60%. This upgrading will significantly reduce steel production costs through lower transportation expense, decreased coke consumption, and increased blast furnace output.

Dutch companies seek U.S. licenses

Two Dutch manufacturers seek U.S. licenses to make additional products.

A well-established Dutch manufacturer of chemical products for the building industry seeks a license from a U.S. firm to produce synthetic resin base wall and floor surface compounds, mortar, and rubber-elastic joint filling materials for distribution in the Netherlands.

Write: N. V. Chemischi Technische Handelsonderneming, 4 Marconiweg, or P.O. Box 18, Dordrecht, The Netherlands, WTD.

A manufacturer of gas heaters, lubricating apparatus and electric drawing machines seeks to expand production through a licensing arrangement with a U.S. firm.

The Dutch company is interested in producing a sophisticated line of household appliances: mechanical, hydraulic and pneumatic components.

The firm which has a modern plant with up-to-date machine tools and a staff of 300 employees would prefer cooperating with a U.S. firm having sales outlets in the Common Market but, if necessary, the marketing facilities of the Dutch firm can be utilized.

Write: W. C. Hart & Zn., Rotterdam, The Netherlands. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Swedish firms want to make water treatment machinery, injection molded products

A Stockholm manufacturer of valves and water treatment machinery seeks a licensing arrangement with a U.S. firm.

The Swedish company wants to produce machinery and apparatus for fresh water treatment, water purification and fiber recovery; special types of valves used in the pulp and paper industry, and water purification plants; and equipment for treatment of industrial and household waste.

Write: Mr. John Martin Johansson, Nordindustri Verkstads AB, Drottninggatan 30, Stockholm C, Sweden. WTD.

Licenses to manufacture injection molded industrial and commercial products weighing up to 3 lbs. are sought by a Swedish producer of plastic articles.

The firm's equipment includes four injection molding machines with a maximum capacity of 3 lbs. and six machines with capacities of from 3 to 10 oz.

Write: Plastcenter AB, Martensgatan 10, S-332 00 Gislaved, Sweden.★ WTD.

Danish firm seeks license to make conveying items

A manufacturer of equipment for the grading, cleaning, treating and conveying of grains, seeds, granules and powders seeks licensing agreements with U.S. firms.

The Danish company is particularly interested in manufacturing components for incorporation into its line of pneumatic conveying equipment. These could include valves and airlocks. Other products of interest are air stream transport apparatus, silo discharge equipment, electric filter and vacuum drying equipment.

Write: Damas A/S, 5764 Vester Aaby, Denmark. WTD.

New Zealand firm wants to make dairy equipment

A sheetmetal-working company is interested in a license to produce milk and dairy products handling and dispensing equipment.

The New Zealand firm currently manufactures such dairy industry materials as steel tanks, cheese vessels, air filtration systems and ancillary equipment.

Founded in 1953, the firm operates two plants with a total area of 20,000 sq. ft. Production facilities include a qualified engineering and design staff and adequate equipment. The firm has around 55 employees, plus three salesmen and reports annual sales of approximately $140,000.

Write: Mr. Peter W. Kirk, Dir., Waikato Sheet Metals Ltd., P.O. Box 127, Hamilton, New Zealand. WTD.

U.K. firm seeks to expand machine shop activities

The recently established engineering subsidiary of an old established firm is seeking licenses to expand its existing machine shop production activities.

The company is currently engaged in the machining and assembly of aerial ropeway components and lifting tackle and precision machining of component parts for diesel engines.

The engineering company, which currently has 350 employees, has 12,000 square feet of space but no design or marketing facilities although it is prepared to set them up if necessary.

Write: Glover Engineering (Mossley) Ltd., Ashton-under-Lyne, Lancashire, England. WTD.

Expansion of product line sought by Australian firm

An Australian manfacturer of stainless steel hospital and office furniture seeks a licensing arrangement with a U.S. firm to produce additional stainless steel products.

The firm is also a distributor of various disposable hospital supplies and is interested in an agency agreement to market newly developed medical and surgical products.

Write: Mr. J. S. Davenport, Governing Director, Denyer Brothers Pty. Ltd., 250 Pitt St., Sydney, NSW 2000, Australia. WTD.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputaton, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

BARBADOS—Chicken parts: backs, necks, wings, legs, thighs. Richard A. Williams & Co. (shipping agents, canteen operators, poultry farming), P.O. Box 434, Bridgetown. WTD 4/68.

FRANCE—Canned meat, sausage, poultry. Requests replies in French. Ets. Haeringer-Migros-Agam, A.S. (retailer), 6a Bld. de Lattre de Tassigny, 67 Haguenau. WTD 5/68.

MALAYSIA—Canned corned beef. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

203 Canning, preserving foods

FRANCE—Preserved Hawaiian pineapples in large containers. Ets. Ungemach (canner), 42 Route de Bischwiller, 67 Schiltigheim. WTD 5/68.

Canned fruits, vegetables, fish, other food specialties. Requests replies in French. Ets. Haeringer-Migros-Agam, A.S. (retailer), 6a Bld. de Lattre de Tassigny, 67 Haguenau. WTD 5/68.

MALAYSIA—Dried and dehydrated fruits; canned fruits, vegetables; canned abalone. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

204 Grain meal products

MALAYSIA—Canned dog food. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

221 Broad woven fabric mills, cotton

UGANDA—Fabrics: bedspreads, pillowcases, table covers. M.L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

222 Broad woven fabric mills, manmade fiber, silk

MALAYSIA—Shirting fabrics. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

UGANDA—Synthetic fabrics. M. L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

225 Knitting mills, products

GAMBIA—Ladies summer weight sweaters. Discontinued, end-of-season, substandard, surplus stock. Etablissements Vezia (general merchants), 29 Wellington St., P.O. Box 291, Bathurst.

227 Floor covering mills

FRANCE—Carpets, rugs, mats of all types. La Chaine Europeenne (purchasing agency), 1 Rue Chamborand, 57 Sarraguemines. WTD 5/68.

228 Yarn, thread mills, products

FRANCE—Yarns: cotton, wool, manmade fibers, silk, for textile industry. Padler Sarl (importer, wholesaler, agent), 2, Rue Sainte Elisabeth, 75 Paris, 3eme. WTD in preparation.

UGANDA—Nylon yarn for making socks. Dastur Ltd. (manufacturers' representative), P.O. Box 1246, Kampala. WTD 5/68.

229 Textile goods

PORTUGAL—Polyester, polyamidic, polypropylene, other man-made staple fibers for use in textile industry. Direct purchase and agency. Rodrigues & Bicho, Lda. (importer, sales agent), Largo da Anunciada 9-2°, Lisbon. WTD 6/67.

UGANDA—Lace tablecovers, bedspreads. M. L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

232 Men's, youths', boys' furnishings, work clothing

GAMBIA—Summer weight sportswear, underwear. Discontinued, end-of-season, sub-standard, surplus stock. Etablissements Vezia (general merchants), 29 Wellington St., P.O. Box 291, Bathurst.

233 Women's, misses', juniors' outerwear

GAMBIA—Ladies summer weight dresses, blouses. Discontinued, end-of-season, sub-standard, surplus stock. Etablissements Vezia (gen-

eral merchants), 29 Wellington St., P.O. Box 291, Bathurst.

234 Women's, misses', juniors' infants' under garments

GAMBIA—Ladies, children's summer weight underwear. Discontinued, end-of-season, sub-standard, surplus stock. Etablissements Vezia (general merchants), 29 Wellington St., P.O. Box 291, Bathurst.

236 Girls', children's, infants' outerwear

GAMBIA—Children's summer weight clothing. Discontinued, end-of-season, sub-standard, surplus stock. Etablissements Vezia (general merchants), 29 Wellington St., P.O. Box 291, Bathurst.

238 Apparel, accessories

GAMBIA—Summer weight accessories for men, women, children. Discontinued, end-of-season, sub-standard, surplus stock. Etablissements Vezia (general merchants), 29 Wellington St., P.O. Box 291, Bathurst.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

242 Sawmills, planing mills

ITALY—Douglas fir, pitch pine. Co. Le. T. (wholesaler), Via Schina 25, Torino. WTD 5/68.

261 Pulp mills, products

GREECE—Bleached wood pulp; unbleached sulfate pulp. Requests c.i.f. Piraeus price quotations. Direct purchase and agency. Andreas D. Papachristopoulos & Co. (sales agent, importer), 44 Kolokotroni St., Athens 123. WTD 4/68.

262 Paper mills, products

GREECE—Sack-kraft paper. Requests c.i.f. Piraeus price quotations. Direct purchase and agency. Andreas D. Papachristopoulos & Co. (sales agent, importer), 44 Kolokotroni St., Athens 123. WTD 4/68.

264 Converted paper, paperboard products

IRAN—Decorative wall papers. Iran Linoleum Distribution Co., Ltd. (importer, manufacturer), Charahe-College, Hafez Ave., Tehran. WTD 5/68.

SOUTH AFRICA—Full range of wallpapers. Gratus & Gratus Paint Centre (Pty.) Ltd. (wholesaler, importer), P.O. Box 483, Johannesburg. WTD 5/68.

● **SUDAN**—12,000 rolls of one ply teleprinter paper. Roll width to be 8½" and roll diameter to be 3½". Also 2,000 coils of teleprinter perforator tape in 1,000 foot lengths. Thickness to be .004" and width 11/16". Contract #229. Bid deadline June 17.

Copy of tender form and conditions available from the Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3530).

281 Industrial chemicals

BRAZIL—Mercury (quicksilver). Direct purchase and agency. Crop Importacao Representacoes Ltda. (importer), Avenida Rio Branco 81, 7°, sala 701, Rio de Janeiro, GB. WTD 11/67.

COLOMBIA—Reagent grade chemicals, organic, inorganic. Catalogs, price lists requested. Direct purchase and agency. Mediequipo Ltda. (importers, distributors, agents), Avenida Caracas, No. 49/86, Bogota. WTD 5/68.

● **PARAGUAY**—Aluminum sulfate, powder (17% Al_2O_3), 1,000 metric tons, must meet specifications of American Water Works Assn. Bid deadline July 2. Dr. Alberto Ramirez Patino, Director Ejectivo de Corposana, Avenida Espana 498, Asuncion.

Copy of tender specifications and correspondence preference in Spanish.★ (Telephone: 202-967-3468).

● **CONGO** (Kinshasa)—The Ministry of Public Health of the Democratic Republic of the Congo has issued two invitations for bids for the supply of drugs and pharmaceuticals.

The first invitation calls for bids on nine items, including triple sulfas 0.5 gm. (sulfathiazole, sulfadiazine and sulfamerazine), 20 million tablets; isonicotinic acid hydrazide, 100 mg., 20 million tablets; chloroquine, 0.1 gm., 50 million tablets; acetylsalicylic acid, 50 million tablets; and sulfamethoxypyridazine, 10 million tablets. Bid deadline is June 25, 1968.

The second invitation calls for bids on 24 items, including niketamide 25%, 2 ml., 400,000 ampoules; morphine hcl 0.01 gm., 1 ml., 100,000 ampoules; calcium gluconate 10%, 5 ml., 600,000 ampoules; vitamin B_1, 0.1 gm., 1 ml., 1 million ampoules; double distilled water, 10 ml., 2 million ampoules; procaine, 0.02 gm., 1 ml., 100,000 ampoules; chloroquine, 0.3 gm., 3 ml., 500,000 ampoules; thiopental sodium, 1 gm., 50,000 ampoules; and chlorpromazine 25 mg., 5 ml., 100,000 ampoules. Bid deadline is June 27.

Copies of these tenders are available from the Chemicals and Allied Products Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2239).

283 Drugs

COLOMBIA—Blood serums. Catalogs, price lists requested. Direct purchase and agency. Mediequipo Ltda. (importers, distributors, agents), Avenida Caracas, No. 49-86, Bogota. WTD 5/68.

SPAIN—Pharmaceutical preparations for human use. Direct purchase and interested in licensing arrangements. Laboratorio Miluy, S.L. (manufacturer), Avenida Menendez Pelayo 25, Madrid 9. WTD in preparation.

284 Soap, detergents, cleaning preparations

FRANCE—Household cleaning, sanitation products. Requests replies in French. Ets. Haeringer-Migros-Agam, S.A. (retailer), 6a Bld. de Lattre de Tassiny, 67 Haguenau. WTD 5/68.

287 Agricultural chemicals

BRAZIL—Sulfur dust for insecticide. Direct purchase and agency. Crop Importacao Representacoes Ltda. (importer), Avenida Rio Branco 81, 7°, sala 701, Rio de Janeiro, GB. WTD 11/67.

● **BURMA**—Urea in prills (coated), containing a minimum of 46% nitrogen and a maximum of 1% biuret, 42,500 metric tons; triple superphosphate in granular form, containing 45 to 48% P_2O_5, 44,400 metric tons; mixed fertilizer containing a minimum of 9.9% nitrogen, 16.9% P_2O_5, 3.6% K_2O and 2% MGO 700 metric tons; mixed fertilizer, containing a minimum of 10.5% nitrogen and 18% P_2O_5, 1,300 metric tons. Pack in jute or allied fibre or synthetic fibre outerbags, polythene inner bags to be thoroughly stitched and not folded, 50 kg. net.

Urea and triple superphosphate each to be shipped in six equal shipments in Oct., Nov. and Dec., so as to reach Burma Ports not later than Mar. 15, 1969. Tender No. ARDC(F)-68/69/1. Bid deadline June 30.

Chief Executive Office, Agriculture (1), Agricultural and Rural Development Corp., 459 Prome Rd., Rangoon.★ (Telephone: 202-967-3465).

291 Petroleum refining

FRANCE—Synthetic lubricating oils: polyethylene glycol, polypropylene glycol, polyol esters, di-aromatic acid esters, di-alphatic acid esters, fluorinated fluids. Lugd'oil (wholesaler), B.P. 9, 38 Serezin-du-Rhone (Isere). WTD 4/68.

306 Fabricated rubber products

AFGHANISTAN—Rubber brake linings. Mohammad Sabir Safi and Co. (automotive repair), Serai Shouzda, Kabul. WTD 3/68.

UGANDA—Shoe heels, soles. M. L. Trading Co. (agent), P.O. Box 277, Kampala. WTD 5/68.

314 Footwear, except rubber

GAMBIA—Men's, ladies', children's summer weight shoes. Discontinued, end-of-season, sub-standard, surplus stock. Etablissements Vezia (general merchants), 29 Wellington St., P.O. Box 291, Bathurst.

329 Abrasive, asbestos, nonmetallic mineral products

AFGHANISTAN—Asbestos clutch facings, brake linings. Mohammad Sabir Safi & Co. (automotive repair), Serai Shouzda, Kabul. WTD 3/68.

331 Steel mill products

● **IRAN**—Rails and accessories, 10,000 meters, 600 mm gauge, 10 Kgs./M., complete with sleepers, fishplates, bolts, nuts and washers. Tender No. 27248; bid deadline June 22. National Iranian Steel Corp., Tehran.★ (Telephone: 202-967-2364).

MALAYSIA—Tin plates (reject)—USG 29 to USG 32; size: 18" x 24" or larger; quantity: 100 tons per shipment; quality: soft tempered; price: c.i.f. Port Swettenham.

Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

335 Rolling, drawing, extruding of nonferrous metals

● **THAILAND**—All aluminum conductor, bare, 200,000 meters. Tender No. MEA-PSD-121, bid deadline June 18. Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone: 202-967-4579).

342 Cutlery, hand tools, general hardware

DENMARK—Band saws, jig saws, fret saws. Baadh & Winther's Eftf. A/S (importing wholesaler, retailer), 45 Kobmagergade, 1002 Copenhagen K. WTD 5/68.

FRANCE—Do-it-yourself hand tools, hardware. Direct purchase and agency. Weber & Cie (importing wholesaler), 12 Bld. du President Wilson, 67 Strasbourg. WTD 5/68.

SWEDEN—Torque wrenches. Direct purchase and agency. Ingenjorsfirma J. Fagerlund Kommanditbolag (agent, distributor, engineering work), 56 Tyketorpsgatan, 614 00 Soderkoping. WTD 5/68.

343 Heating apparatus, plumbing fixtures

GERMANY—Faucet-light units; single handle ball faucets; supply fixtures with fittings, dial thermometers, volume shutoff valves, union-end combinations, and strainer-check-stops; electric controlled valves; laboratory and self-closing fittings; sanitary equipment for public buildings, hospitals. Direct purchase and agency. Butzke-Werke Aktiengesellschaft (manufacturer, wholesaler), 12-14 Ritterstrasse, 1 Berlin 61. WTD 5/68.

SWITZERLAND—Heating equipment, plumbing fittings, novelties only. Requests replies in German. Paul Kolb AG (distributor), Thunstrasse 73, 3000 Bern. WTD in preparation.

344 Fabricated structural metal products

SWITZERLAND—Van containers; movable racks for mechanical parts. Direct purchase and agency. Gebrueder Tuchschmid AG (manufacturer), Bahnhofplatz, 8500 Frauenfeld. WTD 5/68.

347 Coating, engraving services

AUSTRALIA—Equipment capable of enameling small metal fittings by an automatic process such as tumble or barrel method; should have output of around 1,000 lbs. each 8-hr. shift. Prices and delivery terms requested. D. Roberts Pty. Ltd. (manufacturer), 25-27 Regatta Rd., Five Dock, NSW. 2046. WTD 5/68.

349 Fabricated metal products

MALAYSIA—Steel strapping. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

351 Engines, turbines

MALAYSIA—Parts for diesel engines. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

352 Farm machinery

MALAYSIA—Lawn mowers; hand, power. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

NETHERLANDS—Machinery, tools, equipment for agricultural industry. Agency, representation, direct purchase and/or other arrangement. J. A. Monster N.V. (importer, agent, distributor, exporter), 47 Dorpsstraat, or P.O. Box 11, Vreeswijk, Attn: Mr. H. Deijere, Assist. Mgr. WTD 5/68.

353 Construction machinery

● **NETHERLANDS**—Agency desired for representation or franchise of machinery, tools for building, road and other construction industries. J. A. Monster N.V., 47 Dorpsstraat, or, P.O. Box 11, Vreeswijk, Attn: Mr. H. Deijere, Assist. Mgr.

● **YUGOSLAVIA**—Thirty units of mining machinery including crushers, conveyor belts, homogenators, dry plant, controls, for bentonite. Tender No. S1. list SFRJ #16, 4/17/68. Bid deadline July 16. Contact Tehnometal Makedonija, Export-Import Skopje/Marsala Tita 58.

354 Metalworking machinery

AFGHANISTAN—Clutch and brake rebuilding machinery, automotive. Mohammad Sabir Safi & Co. (automotive repair), Serai Shouzda, Kabul. WTD 3/68.

DENMARK—Home power-driven hand tools, incl. parts, attachments; electric drills, two speed, double insulation; electric jig saws, circular saws, fret saws. Baadh & Winther's Eftf. A/S (importing wholesaler, retailer), 45 Kobmagergade, 1002 Copenhagen K. WTD 5/68.

FRANCE—Electric tools for home workshops. Direct purchase and agency. Weber & Cie. (importing wholesaler), 12 Bld. du President Wilson, 67 Strasbourg. WTD 5/68.

● **THAILAND**—Machine shop equipment, including: 45 millers, 17 slotters, 79 shapers, 33 cylindrical grinders, 30 surface grinders, 15 tool grinders, 28 flexible shaft grinders, 228 bench grinders, 81 pedestal grinders, 78 floor drill presses, one drilling tapping and boring machine, 46 power hacksaws, seven arbor and 15 hydraulic presses, 14 band saws, 14 heat treating furnaces, forging equipment, one universal testing machine, two hardness testers, three pyrometers, and one metallurgical microscope.

Tender LIVE-2, bid deadline June 17. Dept. of Vocational Education, Ministry of Education, Bangkok.

● **VIET-Nam**—Machinery and equipment for diesel engine plant, including: one ten ton hydraulic press, eight lathes-350 mm. swing, six lathes-450 mm. swing, one lathe-600 mm. swing, one vertical lathe-700 mm. dia. table, one turret lathe-300 mm. swing, one turret lathe-410 mm. swing, one high speed lathe-540 mm. swing, six millers, two horizontal boring and milling machines, four radial drilling machines, one cylindrical grinder, one slotter, one horizontal broaching machine, tool grinding equipment, inspection and testing equipment, gauges and measuring equipment, and heat treating equipment.

Bid deadline Aug. 15. Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336 Saigon.★

355 Special industrial machinery

● **CEYLON**—Supply of one chlorinator to produce two parts chlorine to one million parts of water, treating 35,000 gals. per day, with a pump rate of 150 gal. per minute, through a 3" pipe. Electrical equipment is to be fully tropicalized. Liquid chlorine to be contained in 68 lb. capacity cylinders.

Bid deadline June 12. Chief Executive Officer, Paranthan Chemicals Corp., 21 Abdul Caffoor Mawtha, P.O. Box 1489, Colombo 3.

● **ECUADOR**—Supply of complete machinery to manufacture shoes, underclothing, and hosiery for the Armed Forces of Ecuador.

Tender No. 14, bid deadline July 3. Specifications available in Spanish. Fabrica de Calzado, Ministerio de Defensa Nacional, Calle Exposicion 208, Quito.★ (Telephone: 202-967-5585).

GREECE—Food freezing machinery, industrial. Requests information, prices. Zanae—Nicoglou Yeast Co. (canning), 6 Orvilou St., Thessaloniki. WTD 11/67.

● **IRAQ**—Supply of complete machinery for expanding the Samawah Cement Plant by 500,000 tons of clinker per year by using wet process and establishing a new grinding plant with a capacity of 500,000 tons.

Bid deadline Aug. 29. Sample of raw materials and tender documents can be obtained from the Iraq Cement Co., Baghdad, for $30.

● **YUGOSLAVIA**—Supply of complete machinery for the production of envelopes and paper bags with a capacity of 1-30 kgs.

Tender No. S1, List #17, bid deadline July 28. Litopapir, Graficko Preradjivacko Preduzece, Cacak/Hajduk Veljkova 52.

356 General industrial machinery

BRAZIL—Button sorting, counting, packing machine. Julio Samuel & Irmao Ltda (manufacturer), Rua Leme da Silva 162, Sao Paulo. WTD 4/68.

SPAIN—Air purifiers for installation in chimneys of houses, apartment and/or office buildings to separate solid or gas particles resulting from combustion of coal or fuel-oil in domestic-type heating systems. Must be easy to install, clean, maintain. CID-Ingenieros (engineers, building contractors), General Martinez Campos 24, Madrid (10). WTD 5/68.

● **YUGOSLAVIA**—Electric-arc furnace—18/20 tons capacity, continuous casting equipment; bridge cranes. Tender No. S1. list SFRJ 3 12 3/27/68, bid deadline June 18. Adriasider, Split/Nikole Tesle 4, Belgrade.

357 Office, computing, accounting machines

● **AUSTRALIA**—Supply, delivery, installation and maintenance of digital processor for

controlling tests on prototype telephone exchange equipment and recording and processing the data derived from tests.

Tender No. S.68/5397—Schedule C-5397, bid deadline Sept. 24. The Dep. Assist. Dir. Gen. (Supply), Postmaster-General's Dept., 3rd Floor, 199 William St., Melbourne 3000.★ (Telephone: 202-967-2939).

● **YUGOSLAVIA**—Supply of electronic computing equipment including one electronic computer with control unit and programming with corresponding exterior units and auxiliary equipment.

Tender No. SL. list #17—4/29/68, bid deadline July 28. Tender documents and additional information available from Kreditna Banka in Hranilnica, Ljubljana/Subiceva 2.

358 Service industry machines

JAPAN—Portable steam car washing machines; approximately 40-50 units annually; specifications: AC single phase motor: 115 volt, 50-60 cycle, electric ignition; automatic force draft burner (fuel-kerosene); operating pressure: 60-100 lb. per sq. in. adjustable with accessories; weight of machine: about 100-120 lbs. Bunka Boeki Co., Ltd. (importer, exporter, distributor), Marunouchi-Yaesu Bldg., 6 Marunouchi 2-chome, Chiyoda-ku, Tokyo. WTD 11/67.

NETHERLANDS—Special products in specialized industrial and institutional water treatment. Heybroek & Co. Handel Maatschappij N.V. (importing distributor), P.O. Box 555, Amsterdam. WTD 4/67.

SWITZERLAND—Water treatment machinery, equipment, incl. filters. Requests replies in German. Paul Kolb AG (distributor), Thunstrasse 73, 3000 Bern. WTD in preparation.

Water softeners, switching valves for water treatment equipment. Direct purchase and agency. Inox AG (manufacturer, distributor), Industriestrasse 180-184, 4600 Olten. WTD 5/68.

361 Electric transmission, distribution equipment

● **HONG KONG**—Supply of 12 units medium voltage switchboard of the indoor cubicle type, suitable for indoor service on 346 volts, 3-phase, 4 wire, 50 cycle system. Tender No. Stores A-32039, bid deadline June 28. Controller of Stores, Stores Dept., Oil St., North Point. ★ (Telephone: 202-967-4241).

● Supply of one unit medium voltage switchboard of the indoor extensible cubicle type, suitable for indoor service on 346 volts, 3-phase, 50 cycle system. Tender No. Stores A-32038, bid deadline July 5. Secretary, Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Road.★ (Telephone: 202-967-4241).

SWEDEN—High voltage, 10 kv-750 kv, power distribution equipment, such as switchgear, circuit breakers, cut-outs, equipment for nuclear power plants, transformers (20 kva-30 kva). Agency and direct purchase. Kiepe Elektriska AB (agent, distributor), Kyrkogatan 1, S-211 22 Malmo C. WTD 5/68.

363 Household appliances

AUSTRALIA—Full line of electrically-operated hand driers of type normally used in rest room facilities. Leaflets, prices requested. Sherer-Pennant Pty. Ltd. (manufacturers, retailers), 9 Suttor St., Auburn, NSW. 2144. WTD 5/68.

DENMARK—Electric household stoves, ranges. Baadh & Winther's Eftf. A/S (importing wholesaler, retailer), 45 Kobmagergade, 1002 Copenhagen K. WTD 5/68.

FRANCE—Household appliances of all types. La Chaine Europeenne (purchasing agency), 1 Rue Chamborand, 57 Sarreguemines. WTD 5/68.

364 Electric lighting, wiring equipment

AFGHANISTAN—Various sizes of headlights for cars, trucks. Mohammad Sabir Safi & Co. (automotive repair), Serai Shouzda, Kabul. WTD 3-68.

AUSTRIA—Automobile light bulbs. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

366 Communication equipment

● **AUSTRALIA**—Supply of switch wiper assemblies to cover requirements from Jan. 1 to Dec. 31, 1969. Schedule C 5354, bid deadline July 16. Deputy Assistant Director General for Supplies, Postmaster-General's Department, 199 William St., Melbourne 3000, Victoria.★ (Telephone 202-967-4823).

● **BURMA**—Supply of telephone carrier systems, Tender No. 48(T)/EL-ESB(E)/67-68, bid deadline July 29. Controller of Stores Electricity Supply Board, Ahlone, Rangoon. A copy of the specifications can be obtained from the U.S. Embassy, Rangoon, for $11.00.

SWEDEN—Citizen band transceivers portable, others and antenna. Svenska Cykelfabriken Britt Beirup (retailer, importer, agent), Prastbergavagen 20, S-230 00 Lomma. WTD 5/68.

369 Electrical machinery, equipment, supplies

AUSTRIA—Automotive spark plugs. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

371 Motor vehicles, motor vehicle equipment

AFGHANISTAN—All kinds of spare parts for car, truck engines. Mohammad Sabir Safi & Co. (automotive repair), Serai Shouzda, Kabul. WTD 3/68.

AUSTRIA—Exhaustors, shock absorbers, brake lining, filters, belting. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

373 Ship building, repairing

SWITZERLAND—Marine equipment, boats, automatic pilot, radar, depth sounder, compass, loud hailer, evaporator. Direct purchase and agency. Silver Menasse (distributor), 24 Avenue C. F. Ramuz, 1009 Pully. WTD 4/68.

381 Engineering, laboratory, scientific, research instruments

COLOMBIA—Laboratory equipment. Catalogs, price lists requested. Direct purchase and agency. Mediequipo Ltda. (importers, distributors, agents), Avenida Caracas, No. 49-86, Bogota. WTD 5/68.

382 Instruments for measuring, controlling, indicating physical characteristics

● **INDIA**—Supply of one porosimeter with vacuum pump, operated on 220 volts, 50 C/s a.c., range 0-035 to 100 Micron.

Tender No. B-3135/AID, bid deadline July 9. Purchase will be made under AID loan No. 176, Dir., Central Mechanical Engr. Research Inst., Durgapur, India. Tender documents available on request from the India Supply Mission, 2536 Mass. Ave., NW, Washington, D.C. 20008.

384 Surgical, medical, dental instruments

COLOMBIA—Surgical appliances, supplies: surgical, medical instruments, apparatus. Catalogs, price lists requested. Direct purchase and agency. Mediequipo Ltda. (importers, distributors, agents), Avenida Caracas, No. 49-86, Bogota. WTD 5/68.

399 Manufacturing industries

FRANCE—Do-it-yourself materials for home decoration, repairs, maintenance. Direct purchase and agency. Weber & Cie., S.A. (importing wholesaler), 12 Bld. du President Wilson, 67 Strasbourg. WTD 5/68.

IRAN—Linoleum floor covering. Iran Linoleum Distribution Co., Ltd. (importer, manufacturer), Charahe-College, Hafez Ave., Tehran. WTD 5/68.

503 Piece goods, notions, apparel

AUSTRALIA—Full line of baby garments.

Brochures, prices requested. Transit Trading Co. (sales agent, distributor), 64/2 Ithaca Road, Elizabeth Bay, NSW. 2011. WTD 1/68.

508 Machinery, equipment, supplies

UGANDA—Machinery for making polyethylene products. Dastur Ltd. (manufacturers' representative), P.O. Box 1246, Kampala. WTD 5/68.

509 Wholesalers

MALAYSIA—Over-issued or old newspapers. Direct purchase and agency. Hock Huat Trading Co. (indent agent, commission merchant), 23 Jalan Bunga Tanjong, P.O. Box 2091, Kuala Lumpur. WTD 4/68.

Malaysia seeks to buy communication equipment

The Director General, Telecommunications Department, Government of Malaysia, has issued a Tender for Supply and Supervision of Installation of Microwave System.

Bid deadline is 10:00 a.m. Aug. 9.

Bid should offer a microwave system of 960 channel capacity encompassing Kuching to Sibu; Kuching to Simanggang; Kuching to Bukit Djin to Sebuyau to Kayu Malam to Sibu; and a coaxial cable from Temdok to Simanggang.

Copies of tender announcement and specifications are available from the Director General, Telecommunications Department, Government of Malaysia, Kuala Lumpur, Malaysia at a cost M$50.00 not refundable.

A limited number of copies are available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Argentina to buy railroad rails

The Argentine Railroads has issued public tender 1245/C/48/134 for bids, by June 7 for 25,500 metric tons of railroad rails of 85.04 lbs./yd., profile 85.A, according to standards B.S. 11 (1959), in 18 meters long sections. Ferrocarriles Argentinos, Ferrocarril General Urquiza, Estacion Federico Lacroze, Buenos Aires. Correspondence is preferred in the Spanish language.

A copy of the tender documents is available for inspection from the Embassy of the Argentine Republic, Economic Counselors Office, 1600 New Hampshire Ave., NW, Washington, D.C. 20009.

Iraq plans water supply project

The Government of Iraq seeks tenders for the construction of the Shatt-Al-Arab and Neighboring Villages Water Supply Scheme in Basrah Province.

Bid deadline is Sept. 3.

Specifications are available for 50 Iraqi dinars ($140) from Accounts Section, Directorate General of Municipalities and Works, Baghdad, Iraq.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

TAIWAN—Raw cotton. Cathay Trading Co., Ltd. (agent), 2nd Floor, 31 Hsiang Yang Rd., Taipei. WTD in preparation.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics. Padler, Sarl (importer, wholesaler, agent), 2, Rue Sainte Elisabeth, Paris, 3eme. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Manmade fiber, silk fabrics. Padler, Sarl (importer, wholesaler, agent), 2, Rue Sainte Elisabeth, 75-Paris, 3eme. WTD in preparation.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics. Padler, Sarl (importer, wholesaler, agent), 2, Rue Sainte Elisabeth, 75-Paris, 3eme. WTD in preparation.

229 Textile goods

FRANCE—Linen, jute, hemp, ramie fabrics. Padler, Sarl (importer, wholesaler, agents), 2, Rue Sainte Elisabeth, 75-Paris, 3eme. WTD in preparation.

282 Synthetic materials

HONG KONG—Polyethylene, polystyrene resins; sheets, scrap. Dennis Trading Co. (importer, wholesaler, exporter), P.O. Box 1501. WTD 4/68. Cable: Dennisluk.

TAIWAN—Synthetic fibers such as rayon, nylon, acrylic, polyester fibers, filaments. Cathay Trading Co., Ltd. (agent), 2nd Floor, 31 Hsiang Yang Road, Taipei. WTD in preparation.

283 Drugs

BRAZIL—Bulk organic, inorganic medicinal chemicals for pharmaceutical industry. Kelrio S.A. Produtos Quimicos Farmaceuticos (importer), Rua Sacadura Cabral, 49 6°andar, Rio de Janeiro ZC 05 GB. WTD 10/67.

TAIWAN—Pharmaceuticals. Harvester Trading Co., Ltd. (importer, agent), 2nd Floor, 1767 Chung Cheng Rd., Taipei. WTD in preparation.

321 Flat glass

GUATEMALA—Building glass, flat; laminated glass; structural glass, flat; window glass. Requests replies in Spanish. Unimetal, S.A. (manufacturers' representative), Union de Industriales de Metal de Guatemala, S.A., Ruta 5, Via 2, No. 1-97, zona 4, Guatemala City. WTD 5/68.

322 Glass, glassware

NICARAGUA—Bottles, glass all kinds for perfumery, toiletry applications, pharmaceutical products; all sizes. Requests replies in Spanish. Mr. Orlando Munoz Cardenas (sales agency), Apartado Postal 628, Managua. WTD 9/67.

342 Cutlery, hand tools, general hardware

NETHERLANDS—Hardware and supplies for building, road, other construction industries; hand tools (electric and non-electric); marine hardware, supplies; related commodities. Agency, representation, direct purchase and/or other sales arrangement. J. A. Monster N.V. (importer, agent, distributor, exporter), 47 Dorpsstraat, or P.O. Box 11, Vreeswijk. Attn. Mr. H. Deijere, Assist. Mgr. WTD 5/68.

SPAIN—General hardware. Pedro Martinez Rossi (agent), San Vicente Ferrer 60, Santa

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 843-3208.

CHARLESTON, S.C., 29401, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 259 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35067, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-5141.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2853.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., U. 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85023, 3413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89505, 3038 Federal Bldg., 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-0864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 233-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

Cruz de Tenerife, (Canary Islands). WTD 5/68.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—All kinds of products for central heating such as hot water installations, especially gas storage tanks for hot water with capacity range from 80 to 6000 liters, preferably not glass lined, but with copper, copper alloy, or stainless steel lining; interested in new designs, systems in this sector. Exclusive agency. Quote c.i.f. Rotterdam prices, container shipped. Snikkers' Handel Maatschappij N.V. (importer, agent, distributor, exporter), 48 Waalhaven ZZ, or P.O. Box 5062, Rotterdam-22. Attn. Mr. C. A. v.d. Linde. WTD 11/67.

353 Construction, mining, materials handling machinery, equipment

NETHERLANDS—Machinery, tools, equipment for building, road, other construction industries. Agency, representation, direct purchase and/or other sales arrangement. J. A. Monster N.V. (importer, agent, distributor, exporter), 47 Dorpsstraat, or P.O. Box 11, Vreeswijk. Attn. Mr. H. Deijere, Assist. Mgr. WTD 5/68.

SPAIN—All classes of building machinery, equipment. Mr. Pedro Martinez Rossi, (agent), San Vicente Ferrer 6, Santa Cruz de Tenerife (Canary Islands). WTD 5/68.

355 Special industry machinery, except metalworking machinery

PAKISTAN—Dairy, milk products plant machinery, equipment. A. G. Ahmed & Sons (East Pakistan) Ltd. (agent), Raja Building, 85 Motijheel Commercial Area, G.P.O. Box No. 295, Dacca-2. WTD 3/68.

356 General industrial machinery, equipment

NETHERLANDS—Ball bearings, roller bearings, parts, similar metal components. Exclusive representation. Sorel Technisch Handelsbureau N.V. (importing distributor), 28 Van Stolkweg, The Hague. WTD 2/68.

358 Service industry machines

PAKISTAN—Automobile air conditioners. Dienfa Motors Ltd., (importer, agent, wholesaler, retailer), Dilkusha, G.P.O. Box No. 338, Dacca-2. WTD 4/68.

361 Electric transmission, distribution equipment

NETHERLANDS—All types of reflectometers, potentiometric measuring instruments; particularly interested in new product items. Exclusive representation. Dordchem, N.V. (importer, distributor), 9 Oranjestraat, The Hague. WTD 10/67.

366 Communication equipment

PORTUGAL—Direction finders, radio telephones and receiver-transmitter units, fishing echo sounding equipment with PPI (plane position indicator) other electronic equipment for use in fishing industry. Grande Empresa Nacional de Importacao da America—GENIA, Lda. (importer, wholesaler, sales agent), Rua das Flores 71-3°, Lisbon 2. WTD in preparation.

367 Electronic components, accessories

HONDURAS—Electronic and electric components, accessories, such as radio, television tubes, refrigerator parts. Panayotti y Compania, S. de R. L. (manufacturers' representative), Apartado Postal 494, Tegucigalpa, D. C. WTD 5/68.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Motor vehicles, motor vehicle equipment. Dienfa Motors Ltd., (importer, agent, wholesaler, retailer), Dilkusha, G.P.O. Box No. 338, Dacca-2. WTD 4/68.

381 Engineering, laboratory, scientific research instruments

NETHERLANDS—All types of gas analyzing equipment; particularly interested in new product items. Exclusive representation. Dordchem, N.V. (importer, distributor), 9 Oranjestraat, The Hague. WTD 10/67.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—All types of nephelometers, porosity meters, gauges, polarimeters, spectrophotofluorimeters, thermostats, vacuum measuring equipment, viscosimeters; particularly interested in new product items. Exclusive representation. Dordchem, N.V. (importer, distributor), 9 Oranjestraat, The Hague. WTD 10/67.

383 Optical instruments and lenses

NETHERLANDS—All types of chromatographic equipment, colorimeters, optical densimeters, photometers, refractometers, polariscopes, spectographs, turbidometers; particularly interested in new product items. Exclusive representation. Dordchem, N.V. (importer, distributor), 9 Oranjestraat, The Hague. WTD 10/67.

Malaysia to purchase broadcasting equipment

The Ministry of Information and Broadcasting, has issued Tender No. KPP/R/SABAH/68, for The Supply of Broadcast Equipment.

Bid deadline is July 2.

Bid should offer two 50 watt VHF/FM Transmitters; six VHF/FM rebroadcast receivers; two transmitting antennas; four receiving antennas; one 10 watt VHF/FM transmitter link complete with antennae; one five wire open transmission line; one earth radial system; two HF antenna systems 10kw rating.

Copies of tender announcement and specifications are available from the Permanent Secretary, Ministry of Information & Broadcasting, Angkasapuri, Bukit Putri, Kuala Lumpur, Malaysia or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Leads for Importers

Commodities are offered direct unless specified

203 Canned, preserved fruits, vegetables, sea foods

IRAN—Sturgeon; fresh, frozen or smoked; dressed or normal; first grade Beluga or lesser grades. Can export up to 600 tons per year. K. Pourmokhtari and N. A. Kharatian and Company (fish exporters), Khiaban Hafez, Kouche Azhari No. 114, Tehran. WTD in preparation.

223 Broad woven fabric mills, wool

NEPAL—Woolen fabrics. Photographic samples on request. Nepal Wool Works (Pvt.) Ltd. (manufacturer), Balaju Industrial District, Balaju, Kathmandu. WTD in preparation.

227 Floor covering mills

NEPAL—Multi-colored carpets of required size, thickness for flooring, wall covering purposes. Photographic samples on request. Nepal Wool Works (Pvt.) Ltd. (manufacturer), Balaju Industrial District, Balaju, Kathmandu. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

NEPAL—Woolen Sherpa jackets. Photographic samples on request. Nepal Wool Works (Pvt.) Ltd. (manufacturer), Balaju Industrial District, Balaju, Kathmandu. WTD in preparation.

233 Women's, misses', juniors' outerwear

MOROCCO—Women's dresses, Moroccan style, called "kaftans". Samples, prices available upon request. Hilmart S.A. (manufacturer, exporter), 17, Rue Zaid ou Hmad, Casablanca. WTD 5/68.

369 Miscellaneous electrical machinery, equipment, supplies

TAIWAN—Flashlight, transistor radio batteries, 1.5 Volt in sizes D, C and AA. Copy of quotations available from Trade Opportunities Staff, BDSA-618, Room 4059, U.S. Department of Commerce, Washington, D.C. 20230. Volta Electrical Mfg. Co., Ltd. (manufacturer), 26 Lane 159, Lin Shen North Road, Taipei or P.O. Box 22298. WTD in preparation.

399 Manufacturing industries

MOROCCO—Hand-made rugs, leather articles: handbags, purses, wallets, hassocks, camel saddles, footwear; blankets, Moroccan type, brass articles, wood works; dolls, figurines, old weapons. Price list, samples available upon request. Hilmart S.A. (manufacturer, exporter), 17, Rue Zaid ou Hmad, Casablanca. WTD 5/68.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BOLIVIA—The Inter-American Development Bank announced the approval of a loan equivalent to $9.5 million to help finance the first phase of a project to modernize Bolivia's telecommunications system.

The project calls for the installation of a backbone telecommunications system upon which an efficient new national and international network can be constructed to serve Bolivia's major cities and towns.

The project will be carried out by the *Empresa Nacional de Telecommunicaciones (ENTEL)*, a mixed entity of both public and private ownership charged with planning, building and operating Bolivia's internal and external communications services.

The total cost of the project is $12.6 million.

The Bank-supported project constitutes the first of a three-phase basic telecommunications plan which will be carried out over a 20-year period. This first phase calls for establishing a central axis for a national telecommunications system. During the second phase, the cities of Sucre and Potosi will be connected to the central axis, and the system will be expanded to provide communications facilities for the rural sections of the *Altiplano* and extended southward to the Argentine border. The final phase calls for expansion of telephone services to meet demands in the future.

In addition to the basic system, the project calls for installing supplementary facilities for local and long distance telephone, cable, telex and telegraph services for domestic as well as international communications.

The plan's first phase, to which the loan is devoted, is divided into four sub-projects, as follows:

Establishment of a microwave system to interconnect the principal cities of Bolivia—La Paz, Oruro, Cochabamba and Santa Cruz—and to link La Paz with Puno, Peru. This will be the central axis undergirding all future expansion.

Installation of a rural telephone network interconnecting six western Bolivian towns around Lake Titicaca, and linking them to the backbone system.

Construction of an eight-channel physical line running from Santa Cruz in the west to Puerto Saurez at the Bolivia-Brazil frontier, which will serve the towns along its path and link them to the central system.

Installation of a modern high-frequency link between La Paz and the more distant towns of Riberalta, Trinidad, Camiri and Tarija, and its connection to the central system.

The loan will finance equipment, installation costs, engineering services and other expenditures related to the project's execution. Up to $455,000 of the Bank's financing may be devoted to technical assistance services.

COLOMBIA—The Inter-American Bank announced the approval of a loan equivalent to $12.7 million to Colombia to help build and improve a 179-mile highway which will complement the national road network and facilitate its integration with Venezuela's system.

The project will be carried out by the Ministry of Public Works at a total cost of $24.5 million, of which the Bank will finance 51% and the Govt. of Colombia 49%.

The road will form part of a segment of the projected Caribbean Transverse Highway which would extend along Colombia's Atlantic Coast from the Colombian-Panamanian border to the Colombian-Venezuelan border. The segment to be financed by the Bank will link the town of La Ye, near the port of Santa Marta, with Paraguachon, on the border with Venezuela. On the Venezuelan side, the highway extends eastward for 65 miles to the oil center of Maracaibo. On the Colombian side, the highway extends in a southwesterly direction to the town of Chirigorodo.

Plans under study call for the construction of a new road to connect with the Pan American Highway section which would eventually cross the "Darien Gap."

In addition to accelerating integration of overland communications with Venezuela, the project will help improve Colombia's Atlantic Coast transportation, as well as its connections with principal centers in the country's interior—the main north-south arteries connecting Santa Marta, Barranquilla, Cartagena and Monteria, to Cucuta, Medellin, Manizales, Cali and Bogota.

The project will also include the construction of some 30 miles of supplementary roads leading from the main highway into beaches and bays along the Caribbean between Santa Marta and the Piedras River outlet. This is expected to boost tourism from both Colombia and Venezuela, thus benefiting the economic development of the Guajira region.

LYBIA—Construction of a 300-room hotel in Tripoli and 200-room hotel in Benghazi will be initiated early next year in the North African country of Lybia.

According to the Minister of Tourism, the Lybian Government also plans to invite bids for the **construction of a "tourism village" at Sabratha and another at Soussa.** All told, more than 15 hotels will be built over the next five years in various parts of the country as part of Lybia's development plan.

Visiting Buyers and Officials

BELGIUM—Viktor Burhardt, Dir.-Mgr., Boddertin & Co. S.A., 82 Rue de Namur, Brussels 1, **interested in acquiring additional U.S. agencies for ferrous and nonferrous metallurgical products.** May 21 via New York for indefinite stay. c/o Primary Steel Inc., 120 Wall St., New York, N.Y. 10005. Itinerary: New York, Washington, Houston, Memphis, New Orleans. WTD in preparation.

BRAZIL—Rudolf Robert Hesse, Redutores Transmotecnica S.A., Rua Cruzeiro 558, Sao Paulo, **interested in discussing joint ventures with U.S. firms; manufactures speed changers and related products.** June 9 via New York for two weeks. c/o Taft Hotel, Seventh Ave. & W. 50th St., New York, N.Y. 10019. Itinerary: New York, Philadelphia, Pittsburgh, Washington. WTD 5/67.

ETHIOPIA—Mekuria Worku, Bethlehem Pharmacies, P.O. Box 669, Addis Ababa, **interested in meeting U.S. manufacturers of pharmaceutical, chemical and cosmetic products, and possible investors in department store, Chamber of Commerce officials.** June 9 via New York for three weeks. c/o Abebe Worku, Ethiopian Embassy, 2134 Kalorama Road NW, Washington, D.C. 20008. Itinerary: 6/9-11 New York, 6/12-13 Washington, 6/14-15 Winston Salem, 6/16-17 Detroit, 6/17-19 Chicago, 6/20-23 Los Angeles. WTD 5/68.

FRANCE—Philippe Lajeunesse, Commercial Manager, Societe de Fabrication et de Diffusion (SOFADI), 9 Rue Moreau, Paris 12, **interested in exclusive distributorship and/or manufacture under license of all kinds of display equipment, furniture hardware, all kinds of fittings.** June 9 via New York for two weeks. c/o Hotel Saint Regis, 5th Ave. & E. 55th St., New York, N.Y. 10019. Itinerary: New York, 6/17-23 Chicago, nearby states as required. WTD 5/68.

GERMANY—Dr. Rudolf Stoecker, Mgr., Dekalin Deutsche Klebstoffwerke GmbH, 645 Hanau/Main (manufacturer of adhesives, sealing compounds, underbody coatings, solvents, self-sticking tapes, sealing strips, glues), **interested in placing licenses with U.S. firms and requesting technical information.** June 4-6 via Cheboygan for approx. two weeks. c/o Mr. Bovens, Cheboygan, Mich. 49721. Itinerary: Cheboygan, other cities as required through June 22. WTD in preparation.

TAIWAN—Wilson T. H. Lin, Pres., Taipei Handicraft Assn., 43 Sec. 2, Chungshan N. Rd., Taipei, **interested in conducting market survey for Chinese handicrafts to study distribution channels, pricing, design, in visiting gift and art shows, gift shops and department stores.** June 10 via New York for approx. three weeks. c/o Chinese Embassy in Washington and Consulates in New York, Chicago, Los Angeles, San Francisco, Honolulu; Florists Telegraphic Delivery Assn., 900 W. LaFayette, Detroit, Mich. Itinerary: 6/10-15 New York, 6/15-18 Washington, 6/18-19 Detroit, 6/19-20 Chicago, 6/21-23 Los Angeles, 6/23-26 San Fran., 6/26-29 Honolulu.

Argentine Government seeks bid to construct transmission line

The Secretaria de Estado de Energia y Mineria of the Argentine Republic invites bids until June 17, for the construction of a 132 kv transmission line between Villa Quinteros, Rio Hondo y Santiago del Estero (Tucuman and Santiago del Estero Provinces).

Bid documents are available from Gerencia de Compras de la Empresa, Lavalle 1554, Planta Baja, Buenos Aires, Argentina, for 20,000 Argentine pesos (approximately $56.00).

New Books and Reports

***American Chambers of Commerce Abroad.* Published by the Chamber of Commerce of the United States. Washington, D.C. 1968. 25pp. 75 cents each, less in quantity.**

What AmChams are, what they do, how they are organized and managed, and who can join are among the topics covered in this booklet.

Information is included on member benefits and services, research and data facilities, handling of trade inquiries and contacts, and trade dispute assistance.

The appendix lists overseas offices and branches, publications of AmChams and the Chamber of Commerce of the U.S., and an organizational chart of the international group of the Chamber of Commerce of the U.S.

Write: International Group, Chamber of Commerce of the United States, 1615 H St. NW., Washington, D.C. 20006.

***Introductory Guide to Exporting.* Published by the Commerce Department. Washington, D.C. 1968. 40 cents.**

A summary of Commerce Department assistance to the U.S. exporter is presented in this booklet.

Among the aids discussed are: Field Offices, trade missions, trade fairs, commercial exhibitions, trade centers, sample display centers, mobile trade fairs, America Weeks, Regional Export Expansion Councils, publications offering trade statistics and economic data, and information on finding overseas associates, financing, insurance, shipping and advertising.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Global Partnership: International Agencies and Economic Development.* Edited by Richard N. Gardner & Max F. Millikan. Published by Frederick A. Praeger, Inc. New York. 1968. $9.50.**

A world population program, a world development plan, and a world association to mobilize public support for increased foreign aid efforts are among the proposals contained in this book by experts on international economic cooperation. The book focuses on many of the issues under discussion recently in New Delhi by the second United Nations Conference on Trade and Development (UNCTAD).

The authors see a need for rich and poor countries to unite in the effort to achieve standards of living in the less-developed countries that are compatible with human dignity.

The book contains essays by 17 economics and development specialists. Also included are summaries of global development efforts of the past 20 years and a proposal for a new U.N. position of Director-General for Economic Affairs.

Write: Frederick A. Praeger, Inc., 111 Fourth Ave., New York. N.Y. 10003.

***Patent Licensing Gazette.* Published by Techni Research Assoc. Pennsylvania. 1968. Issued bimonthly, $32 per year, $5.50 per copy.**

This is a new bimonthly publication listing abstracts of patents available for licensing. It will list patents in major areas of industrial technology, such as chemistry, pharmacology, electronics, mechanics and others.

For a free brochure further describing the new publication, **write:** Techni Research Assoc., Professional Center Building, Willow Grove, Pa. 19090.

New air cargo biweekly published

The first issue of a new biweekly publication, *Jet Cargo News*, is off the press. Designed to serve "the growing international industry concerned with moving goods by air," it will bring shippers and manufacturers spot news of airline and aircraft development, air routes, CAB rulings, shipping techniques, innovations and rates.

Among the topics covered in the first issue are containerization; a close-up on customer countries, in this case Scandinavia; a glossary of air freight terms; coverage of the first U.S. Air Marketing Forum; and a pictorial feature on helicopters used to deliver cargo.

Subscription price is $5 per year. **Write:** Jet Cargo News, 5314 Bingle Rd., Houston, Tex., 77018.

***Pan American World Airways Directory of Discounts.* Published by Pan Am. New York. 1968. 84pp. Free.**

A listing of some 1,500 U.S. firms granting discounts to foreign visitors is offered by Pan American World Airways. The discounts are available in such categories as hotels, restaurants, transportation, sightseeing, amusements, entertainment and shopping.

The companies listed will honor both Pan Am's Visit U.S.A. Discount Card and the U.S. Government's Hospitality Card (see article in INTERNATIONAL COMMERCE issue of Apr. 22).

Pan Am began issuing discount cards in February, and the U.S. card went into effect May 1. These are distributed free through overseas travel agencies, the U.S. Travel Service, and Pan Am ticket offices. When validated by a U.S. Department of Immigration and Naturalization stamp, the card entitles the visitor to receive applicable discounts for up to 90 days.

Write: Pan American World Airways, Inc., Pan Am Building, New York, N.Y. 10017.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Establishing a Business in India. OBR 68-26. The following data is included: government policy on investment, trade factors affecting investment, extent of foreign investment, entry and repatriation of capital, foreign ownership, patents, trademarks and copyrights, employment and taxation.

Basic Data on the Economy of Liberia. OBR 68-27. Topic headings are: general information, structure of the economy, industrial sectors, labor force, finance, foreign trade, development planning and outlook for the economy.

The Business Machines Industry in the United Kingdom, 1963-66. OBR 68-28. Tables are presented for manufacturer's deliveries of business machines in the U.K., U.K. exports to leading markets, imports from leading suppliers, as well as a discussion of the decimalization conversion scheduled for 1971.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

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Calendar *for international traders*

ATLANTA—June 13—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

ATLANTA—June 27—In-Office Export Conference. Sponsors: Commerce Field Office, REEC.

BOSTON—June 11—Export Marketing & Promotion Workshop, Rm. 505, J.F.K. Federal Bldg. Sponsor: Commerce Field Office.

BOSTON—June 12—AID Documentation Workshop, Rm. 505, J.F.K. Federal Bldg. Sponsor: Commerce Field Office.

BUFFALO—July 2-3—Businessmen's Consultation, **Hilding A. Peterson, Commercial Officer, Rotterdam/to Toronto.** Sponsor: Commerce Field Office.

CHICAGO—June 11—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—June 12—Seminar on Selling More Illinois Products Abroad, Sherman Hotel. Speaker: Gene H. Graves, State of Ill. Dept. of Business & Economic Development. Sponsor: Ill. Manufacturers Assn.

CHICAGO—June 12—In-Office Meeting, Commerce Field Office.

CHICAGO—June 13—Int'l Trade Club of Chicago, LaSalle Hotel.

CHICAGO—June 19—Chicago Midwest Credit Mgmt. Assn., Bismarck Hotel.

CLEVELAND—June 26—Export Workshop, Conference Room, Greater Cleveland Growth Assn., 10 a.m.-12 noon. Sponsors: Commerce Field Office, Cleveland World Trade Assn., SBA, REEC.

COLUMBUS, O.—June 12—Int'l Operations Seminar—Legal Views on Mfg. Abroad, Columbus Club, 10:30 a.m.-1:30 p.m. Sponsor: Chamber of Commerce.

DETROIT—June 11—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

DETROIT—June 25—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DOYLESTOWN, Pa.—June 10—Bucks County Int'l Trade Development Assn. monthly meeting, Conti's Cross Keys Inn, 6 p.m.

KANSAS CITY—June 28—Seminar on Balance of Payments, Foreign Investment Controls, Pierson Hall, Univ. of Mo. at Kansas City, 9 a.m.-5 p.m. Sponsors: Univ. Law School, Commerce Field Office.

NEW YORK—June 18—FCIB Hardware-Automotive & Allied Trades Group, Advertising Club, 12:30 p.m.

NEW YORK—June 20—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m.

PHILADELPHIA—June 6—American Society of Int'l Executives, "Extending Credit to Overseas Customers," Sheraton Hotel, 7 p.m.

PHILADELPHIA—June 11—Foreign Traders Assn. of Philadelphia monthly meeting & dinner, Sheraton Hotel, 6:30 p.m.

SAN FRANCISCO—June 12—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—June 17—First of 10 weekly seminar/workshop sessions on Int'l Business Mgmt., Center for World Business, San Francisco State College, 7 p.m. Sponsors: San Francisco State College, REEC.

TOLEDO—June 12—Tour of port facilities, 10 a.m., luncheon aboard ship. Sponsor: Chamber of Commerce.

TOLEDO—June 25—Export/Import Workshop on locating agents & distributors abroad, Toledo Area Chamber of Commerce, 10 a.m.

TRENTON—June 7—Delaware Valley Int'l Trade Assn. monthly meeting, Don Young's Restaurant, 12 noon.

YORK, Pa.—June 18—World Trade Assn. of York monthly meeting, York Area Chamber of Commerce, 12 noon.

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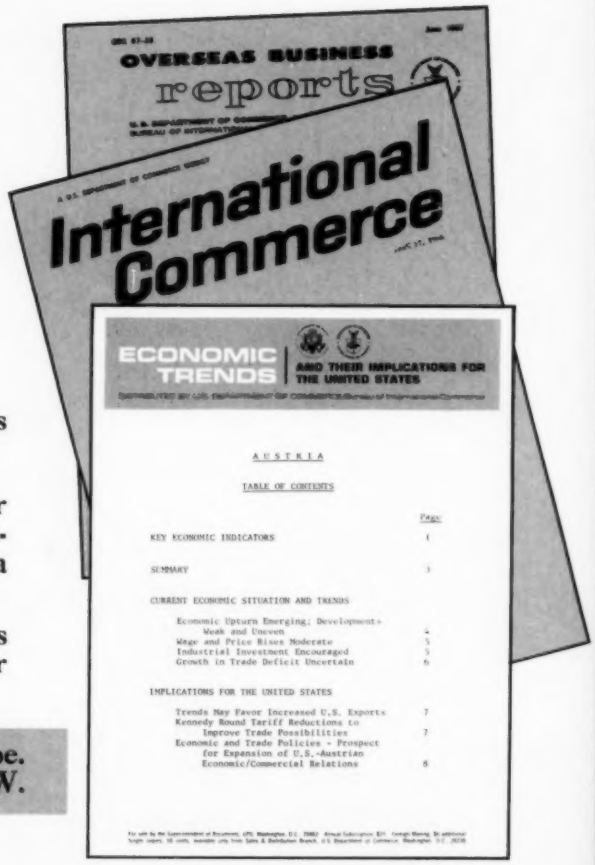
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